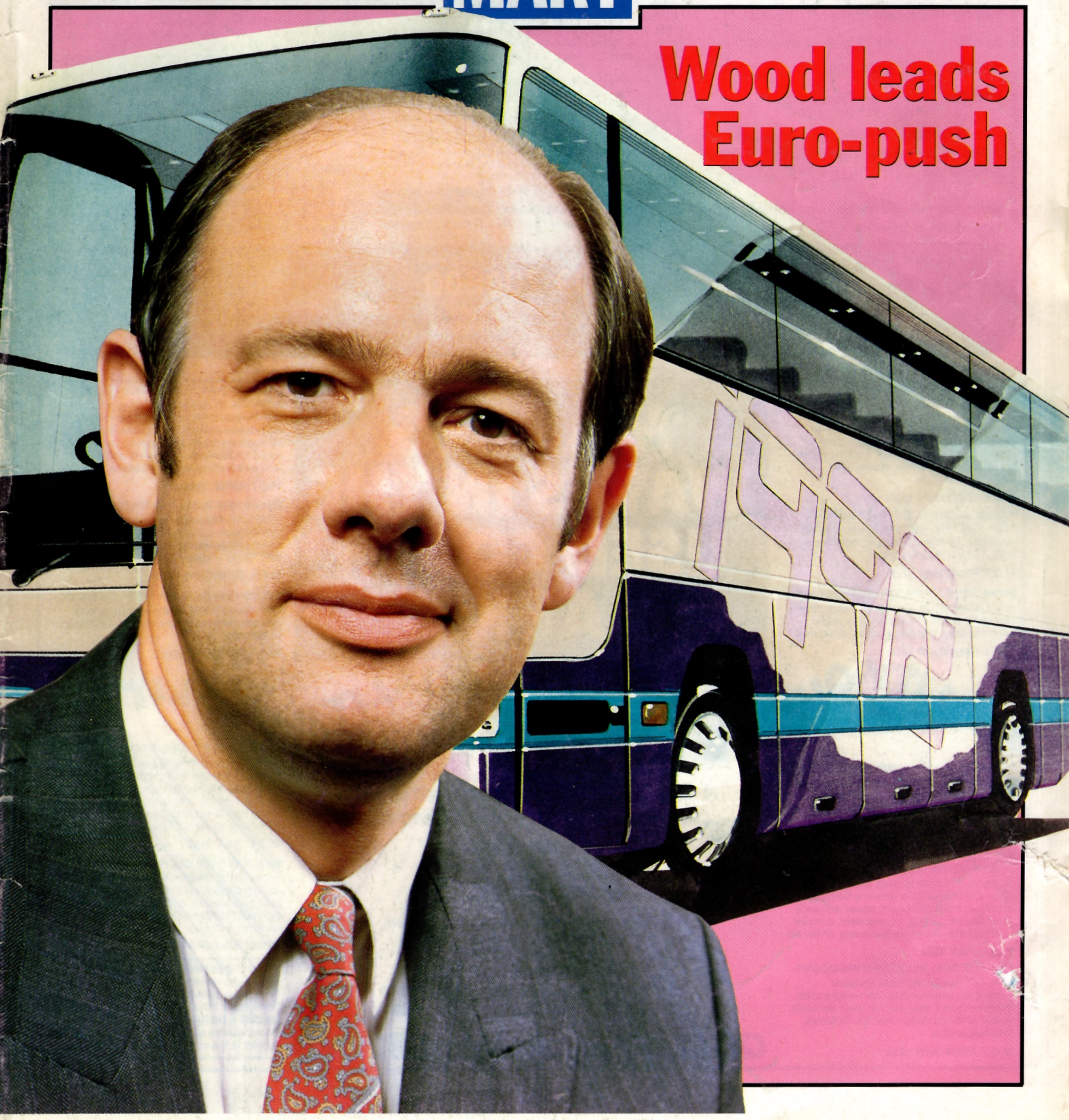
COACH MART

The weekly for the coach industry

Issue 655 £1 September 5th, 1991

Wood leads Euro-push



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VOLVO

1987 B10M Plaxton 3500, 49/53 recliners, 6 speed gearbox, O/S rear sunken toilet, O/S continental door, curtains, courier seat, crew bunk, side lockers, driver's fan, MoT 24.01.92. Stock No.1050.

1983 B10M Jonckheere P599, 48 seats, 6 speed gearbox, curtains, toilet, drinnks machine, MoT 29.11.91. Stock No. R037.

1980 B58 Caetano Alpha, 11 metre, 51 seats, power door, Telma, white livery, red moq, MoT 27.01.92. Stock No. 0014.

1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, MoT 17.12.91. Stock No.0012.

1973 B58 Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91. Stock No. 1047.

AEC

1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. MoT 03.10.91. Stock No.0006.

BEDFORD

1980 PJK, 29 seat, Duple Dom, MoT 16.09.91. Stock No. 0007.

1975 YRQ Plaxton, 45 seats, power door, side lockers, private plates, MoT 17.09.91. Stock No. 1062.

LEYLAND

1981 Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white, MoT 23.08.91. Stock No. M9012.

1981 Leopard Plaxton Supreme, 12 metre, 49 recliners, 6 speed ZF gearbox, cream interior, autumn tint moquette. Choice of 2, MoTs 29.08.91 and 25.10.91 Stock No. 9010 & 9011.

1980 Leopard Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers, MoT 29.08.91. Stock No. 9009.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.

1986 Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT 11.04.91. Stock No. 0021.

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat. Stock No. 1070.

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MAKING WAVES IN THE USED COACH MARKET

BOVA 1988 FUTURA FHD 12.290 INTEGRAL 12M, 49/53 str (44/48 recliners + 5 fixed at rear), duo red moquette, centre sunken demountable toilet, continental entrance/exit door, driver's berth, double glazed tinted side windows, curtains, power operated entrance door, courier seat, white/beige/orange.

M.O.T. FEBRUARY 1992

VOLVO 1983 B10M BERKHOF ESPRITE HIGH-LINE 12M, 49/53 recliners, autumn moquette, demountable toilet, continental door, TELMA retarder, cream.

M.O.T. FEBRUARY1992

BOVA 1983 EUROPA II INTEGRAL 12 M, 53 str (48 recliners + 5 fixed at rear), brown moquette, courier seat, curtains, power entrance door, Webasto heating, white/red.

M.O.T. FEBRUARY 1992

DAF 1987 DKVL PLAXTON PARAMOUNT 3500 12M, 51 recliners, red/grey moquette, rear sunken toilet, continental entrance/exit door, tinted side windows, curtains, courier seat, drinks machine, power entrance door, wired for T.V./video, TELMA retarder, ABS anti-lock braking, cream duo/blue.

M.O.T. APRIL 1992

VOLVO 1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette trim, white + yellow/orange stripes.

M.O.T. FEBRUARY 1992

VOLVO 1983 B10M VAN HOOL ALIZEE-H 12M, 53 recliners, blue moquette, power operated entrance door, wired for TV/video, white/blue.

M.O.T. JANUARY 1992

QUALITY·QUALITY·QUALITY·QUALITY·QUALITY·QU

VOLVO 1986 (AUG) B10MT (TANDEM) VAN HOOL ALIZEE-SH 12M, 49 recliners grey/red moquette, rear toilet, driver's berth, courier seat, curtains, fridge, drinks machine, wired for TV/video, all white.

M.O.T. APRIL 1992

BOVA 1985 FUTURA FHD 12.280 INTEGRAL 12M, 49 str, red moquette (44 recliners + 5 fixed at rear), centre sunken toilet, continental door, driver's berth, drinks machine, fridge, Webasto, power entrance door, double glazing, courier seat, curtains, wired for TV/video, twin fuel tanks, white/red.

M.O.T. JULY 1992

DAF 1986 DKFL PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, grey/red moquette, demountable rear sunken toilet, continental exit door, courier seat, curtains, power entrance door, wired for T.V./video, cream/duo blue.

M.O.T. FEBRUARY 1992

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VOLVO 1984 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired and boxed for TV/video, silver/blue.

M.O.T. JULY 1992

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, brown moquette, rear floor mounted toilet, continental entrance door, Webasto heating, driver's berth, power operated entrance door, courier seat, curtains, wiring for TV/video, white/grey/red.

M.O.T. FEBRUARY 1992

TRADE DESCRIPTIONS ACT;
In detailing these used saloon coaches we have quoted the year of registration and not necessarily the model or year of manufacture.
VALUE ADDED TAX;
Prices quoted are exclusive of V.A.T. and are subject to the normal standard rate.

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Brian Souter puts Walter Alexander in the driving seat

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Mike Morgan looks into training and is told in no uncertain terms of the importance of using your mirrors

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COMMENT

BOTH management and employees at stricken Walter Alexander owe themselves a wee dram in celebration of winning Brian Souter's 255-bus order.

Indeed, Mr Souter himself should take a sip of his favourite - if non-alcoholic - tipple as a pat on the back for giving so many Falkirk workers a brighter future. No doubt the decision to buy from Alexander was for sound economic reasons, but one can't help feeling that Scots will get some nationalistic pride from the order.

The midibuses are not just another batch of PS-type vehicles leaving the factory. No doubt taking the hint from Dennis' enormous success with the Dart chassis, Alexander has set out and designed a new midibus with its customers - both buyers and passengers - firmly in mind.

Above all, this huge order underlines the fact that Mr Souter is not the opportunist businessman he has been portrayed to be, but a man with an eye to the future of Stagecoach and the future of bus travel.

After concluding his deal with Walter Alexander, he commented that buses must be modern and comfortable if they are ever to entice people out of the family car. He clearly isn't of the opinion that bus journeys need only be cheap to draw people aboard.

However, as Britain's bus fleet gets steadily older, it's not just the paintwork which is becoming tarnished. The image of the bus is of a 15-year-old National belching smoke over pedestrians; of jolting rides with only shiny chromium to hold on to; of steps which stretch the stride; ticket machines which barely function; and sidescreens so scratched and dirty you can't see the next stop.

Sister publication *Bus Business* hopes to do much to change attitudes to buses with its JamBUSters campaign, adding its voice to the BCC's Buses Mean Business. But while we may well woo local authorities into believing in the bus, the public won't be fooled into clambering aboard cattle trucks.

Brian Souter knows this very well. His fleet may well be the buses that *really* mean business.

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■COACH

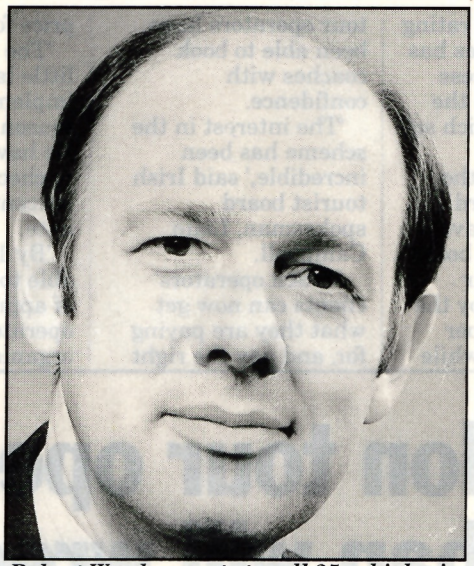
Plaxton starts Euro-campaign

PLAXTON'S long awaited push into Europe is set to begin this week, following the signing of a distribution deal with Volvo France SA.

The agreement gives Volvo's French importer the sole rights to sell Plaxton's recently revealed Paramount replacement on Volvo chassis throughout France. Vehicles for the French market will primarily be built on a new rear engined chassis due to be unveiled by Volvo this week. The new chassis will only be sold in continental Europe and is not expected to be available in the UK.

Plaxton is building the new vehicle in a 3.7-metre super-high version for the French market and, if there is sufficient demand, will mount the new body on the mid-engined B10M chassis as well.

Robert Wood, Plaxton group managing director, said the company's sales targets had been limited by the number of new chassis available, but he expected to sell 25 vehicles in the first year of the Volvo distribution deal. Although European demand is predominantly for integral vehicles, Mr Wood is convinced that the stylish new body-on-chassis coach will find ready buyers - especially with the expertise and enthusiasm of Volvo France behind it.



Robert Wood: expects to sell 25 vehicles in first year of Volvo distribution deal.

'They've chosen our product,' he told *Coachmart*. 'They wanted it. They want something different.'

Mr Wood confirmed that Plaxton is currently talking to Volvo in other European countries about similar distribution deals. The Scarborough-based bodybuilder is also known to be holding discussions with other major chassis makers, including Scania, Iveco and Mercedes.

Plaxton's French bodybuilding subsidiary, Carrosserie Lorraine, will not be involved in the selling of the new vehicle, but it is currently redesigning a new driveline for the integral (ex-Duple) 425 to launch it into European markets. The 425's Cummins engine is believed to be a stumbling block to continental sales.

● Plaxton will be showing an example of the French vehicle at the Kortijk show in October.

Coachmart is running a super value readers' trip to the show, which, as a European showcase, is debuting several interesting vehicles. At a cost of just £25, inclusive, places are being booked fast, but there are still some left.

For further details contact Sue Cleaver at Midland United on 021 748 5767. The offer is on a first come, first served basis and your place will be confirmed as soon as you send payment to Midland United. Write to *Coachmart* Trip, Midland United, 10 Hargrave Close, Water Orton, B46 1QP.

■BUYOUT

MBO bid for Amberline

GENERAL manager, Ian Hann, is leading a four-strong management buyout bid for Drawlane's recently acquired Amberline coaching subsidiary.

The management team, which includes operations manager, Graham Harvey, fleet engineer, Kevin O'Leary, and an unknown finance director, is bidding for the assets of Amberline plus the coaching unit of Drawlane subsidiaries Crosville Wales and several National Express diagrams and two vehicles of Roadmaster Travel Services of Digbeth.

'The business plan is to bring all these elements together under a company currently being formed,' said Mr Hann.

The assets of Amberline, which joined the Drawlane group following its takeover of National Express *(Coachmart,* July 4), are 32 coaches running 24 National Express diagrams, 24 stage carriage buses and the leasehold premises in Speke, Liverpool. The company currently employs 115 people.

Absorbing the Crosville Wales coaching unit would add another 13 vehicles - seven Expressliners, three 425 integrals and three Plaxton 4000 double deckers.

A further two Expressliners would come over from Roadmaster. The new company would then need to employ around another 25 drivers and fitters.

Drawlane director, Dawson Williams, confirmed that negotiations with Mr Hann were on-going. An option could be to merge the Amberline operation with sister Drawlane subisidiary, North Western.

■INDUSTRIAL

Crolla blames entrenched attitudes for Highland dispute

SCOTTISH Citylink's boss, Guido Crolla, last week blamed entrenched attitudes and privatisation itself for problems at Highland Scottish.

Mr Crolla, managing director of Citylink parent company Clansman, said losses approaching £500,000 had not been addressed in the run-up to sale of Highland, and that Clansman had inherited them in the deal.

Within hours of taking over at Highland, Clansman had offered the workforce the choice of 90 redundancies or a cost-cutting package which would reduce redundancies to around 30 but mean a cut in wages for coach drivers and a week less holiday.

Mr Crolla claimed the wage-cutting package would still put Highland drivers high on the Scottish earnings league: 'You've got to remember that the majority of drivers are on £200 a week. We are bringing their wage rates into line with the competition,' he said. 'In a lot of the companies there were certain procedures in place and they were not addressed. The on-going privatisation precluded the SBG from resolving some of these issues.

'The Scottish Office presumably felt that these issues are up to the new owners to tackle. It's a mixture of things, but I'm not blaming the previous management.'

He said that cost-cutting merely happened a lot quicker than employees thought now Highland is in the private sector.

Highland has 254 employees. Among redundancies in the cost-cutting package are 20 clerical workers and between 10 and 15 drivers. Wages will be reduced for drivers of full-size buses and increased for minibus drivers. Holiday will be reduced from five to four weeks a year but employees are being offered a 15 percent share allocation coupled with a profit-sharing package.

● Pre-privatisation disputes between Highland and Citylink led to Highland losing its express coaching contracts, many of which were picked up by Parks of Hamilton.

BRIEFS

● **TYNESIDE operator, Andersons, has had five of its top vehicles vandalised in the yard, causing damage which will cost thousands of pounds to rectify.**

The vandals singled out the best coaches, smashing windscreens and wrenching off windscreen wipers.

The firm said it was the second time its vehicles had been vandalised in a week, but didn't know why anyone should have a grudge against it.

● A NEW AC Powergen Mk III from Driftgate Ltd of Aylesbury replaces a vehicle's standard alternator to provide added power options of 110 volt or 240 volt at a rating of 2.5 kW.

It has been developed to operate with a special quasi-sine wave characteristic. This output is suitable for microwaves, portable flood lighting and battery boost charging up to 48 volts.

● **WEST Yorkshire coach company, Ward Brothers, has met with opposition to outline planning permission to build houses at its Red Lion Garage site, at Lepton, near Huddersfield.**

● BISS Brothers of Bishop Stortford is claiming group organisers can get better deals through carriers than through travel wholesalers and handling agents.

The company, which has set up a number of tours to Eastern Europe, says operators can give better flexibility.

Biss Brothers has a hotel in Germany which offers half board for £14 a night.

● **LEICESTER CityBus is to be sold by its council owners after turning in a £300,000 loss on around £12 million turnover.**

Leicester City Council has placed a September 30 deadline on offers for the firm, which has a fleet of 219 vehicles, 570 employees and around £2 million property.

■COACH

Irish star system a hit

THE IRISH star rating system for coaches has been a huge success this season, says the tourist board which set it up.

Borde Failte - the Irish tourist board - says operators have been keen to get board approval for their vehicles and enjoy the benefits of a proper price structure, while tour operators have been able to book coaches with confidence.

'The interest in the scheme has been incredible,' said Irish tourist board spokesman, Liam Campbell.

'Coach operators' clients can now get what they are paying for, and pay the right price for what they get.

'The system was a little late in being implemented for this season, and as a result we have only been able to check around 80 percent of vehicles to date.

'By 1992, we will be able to issue a full list of approved coach operators to group organisers together with full details of their vehicles right down to registration numbers.'

Mr Campbell said that travel industry meetings at the height of the Irish holiday season brought no complaints: 'In fact, tour operators now seem to have a better grasp of the coaches they are going to get.'

■TOURS

London tour operator says bus ban will wreck business

ONE of the open-top operators threatened by Westminster's bus ban at the National Gallery says the threat of another ban at Parliament Square will devastate his business.

Westminster City Council has now placed a September 15 deadline on sightseeing buses using the National Gallery as a drop-off and pick-up point *(Coachmart*, July 11) but the Association of London Panoramic Sightseeing Operators will contest the ban in court, says Peter Inzani, managing director of Citirama.

'A ban would cut 30 percent of our takings,' said Mr Inzani.

'Yet there are no problems in the area with our buses. This is politically motivated.'

Mr Inzani said another threat is looming at Parliament Square: 'We can't use the area on security grounds but I've been told that if that even if the security order is relaxed, the new Section 9 law used at the National Gallery will be brought into play.

'This would cut our turnover by 50 percent. Basically, the council can suspend any of our operations in London, and no-one gives a damn.'

■EMPLOYMENT

More than 20 jobs saved at Plaxton

PLAXTON has saved 21 jobs out of its planned 59 redundancies at the Eastfield manufacturing plant in Scarborough.

Managing director for Plaxton manufacturing, Neil Beresford, told *Coachmart* that prospects for the coachbuilder had improved on earlier forecasts.

He said: 'The programme is looking better.'

Since announcing the second-wave of job-losses this year *(Coachmart*, August 15), Plaxton has released advance pictures of its new Paramount replacement and, this week, reveals details of plans to sell Scarborough-built coaches in France (see page 5 of this week's *Coachmart).*

■MINIBUS

Replica: result of joint venture.

Replica makes debut

A JOINT venture between Lookers Engineering of Chester and the Bee-Style Group of Manchester has produced a new competitor in the replica minibus market.

Based on Leyland DAF chassis-cab, the PSV conversion by Bee-Style has 12 buttoned seats in Looker's 1920 style Ollerton van.

Bee-Style director, Ray Butcher, told *Coachmart* that the Ollerton is available with options of petrol or diesel engine driving through four or five speed gearbox.

The exterior of the glass-fibre bodywork is hand painted, and running boards and wheel arches give an authentic look.

■BUS

Walter Alexander wins giant order

SCOTTISH bus builder, Walter Alexander, has won a massive order for 255 midibus bodies from Perth-based Stagecoach.

And there is an option on a further 100 vehicles in a total deal worth up to £9 million.

Brian Souter's bus giant has agreed to buy 55 Dennis Dart-based 9.8-metre vehicles after seeing only one prototype 8.5-metre vehicle, and the staggered order will see the balance delivered with a number of chassis options.

Alexander of Falkirk has been facing a bleak year, with redundancies made and workers on a three-day week. The two-year order puts staff back on the factory floor for five days and gives the company new confidence.

'I am absolutely delighted to announce this massive order from Stagecoach,' said Alexander's chief executive, Ian Galloway.

'We showed the prototype to Stagecoach, and they demonstrated their confidence in the Alexander product by ordering 255 bodies before the official launch.'

Stagecoach chairman Mr Souter - both a bus driver and a Scot - seemed equally pleased to have been able to place the order with Alexander.

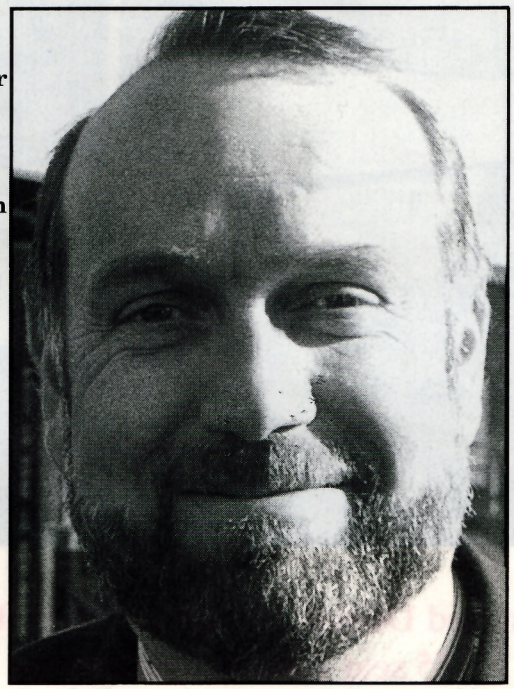
'The 55 Dennis Darts will be the forerunners of a large fleet of midibuses that will be used for fleet replacement at our group companies throughout the UK.

'The bus industry in the UK must invest in new vehicles if it is to offer a realistic alternative to the private car.'

The new bus, which is as yet unnamed, is to be shown at Coach and Bus '91 at the NEC, Birmingham in October in its prototype 30-seat form. Framework and panelling is in aluminium to give long service life.

Exterior design features include a new curved windscreen to minimise reflections, easy-access engine panels, bolt-on skirt panels for quick repair and also large destination screens.

Interior features include DiPTAC specification steps, coloured handrails, non-slip flooring and a luggage pen.



Ian Galloway: delighted with Stagecoach's huge pre-launch order.

■TOURS

Eurotunnel promises to give passengers a speedy service

EUROTUNNEL tickets will be on sale in travel agents with no need to book, says the giant French-English enterprise.

Eurotunnel commercial director, Christopher Garnett, told travel trade representatives: 'Eurotunnel's priority is to provide a fast, frequent and convenient service to our future passengers.

'We recognise the important role that the holiday trade has to play in determining the consumer's choice of holiday and travel arrangements, and also that the advance sale of tickets through agents will further enhance the speed and efficiency of our service.

'We are confident that long before opening in June 1993 retail agents will be recommending Eurotunnel's shuttle service as the easiest way to cross the Channel,' he said.

The Channel Tunnel Group promises technological, promotional and personnel support for coach operators, and a pre-sales information and enquiry office for ticket agents and the public.

To explain the full detail of the plans, Eurotunnel is to organise a series of educational tours for operators in coming months, in preparation for the opening.

■BRIEFS

● EAST Kent Road Car has celebrated its 75th anniversary, helped local charities and shed three spare minibuses in one fell swoop by donating them to local aid groups.

Canterbury and Thanet Council for Voluntary Service, Cheriton St John Ambulance Badger Sett and the Dover District Scout Council are the trio of charities to benefit during the handover at East Kent's annual bus rally at the Eurotunnel Exhibition Centre.

● A TRIP back in time on a 1935 AEC Regal open-top single-deck - complete with clippies - is on offer to York's residents and visitors.

Guide Friday is running the York Heritage Link service to run from the National Railway Museum, which cannot be reached by double-deck, to the Barbican Centre at an all-day rover price of £1.95.

● PLANS for the Wood Green bus network have been modified by its customers in a London Transport initiative.

New Hoppa routes, service extensions and timetable changes have all been added as a result of consultation with the public. The proposed changes will affect 19 current Wood Green routes.

● THE Yorkshire Bus & Coach dinner and dance is taking place at Keresforth Hall, Barnsley on Friday, November 22.

Tickets are available from Stephen Gray at Grays Luxury Travel, Hoyland Common, Barnsley. Tel: 0226 743109.

● HALESWORTH Transit, which operates under the Flying Banana banner in Great Yarmouth, is to take on three more staff after winning a Suffolk County Council contract in Lowestoft from Eastern Counties Buses.

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■FIXTURES

Threat to Coach and Bus Show

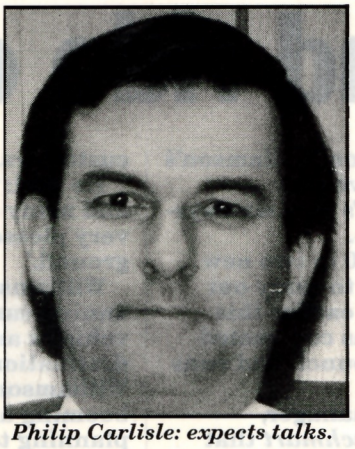
COACH and Bus Show '93 is being threatened by SMMT's first exclusive Commercial Vehicle Show for 15 years.

The National Exhibition Centre's new 339,000 sq ft hall has been booked by the Society of Motor Manufacturers and Traders for the display which will be held just days before dates pencilled-in for the Bus and Coach Council.

Philip Carlisle, BCC director for membership and regions, told *Coachmart:* 'Clearly the SMMT plans pose a threat, but we anticipate and hope that the BCC will be involved in discussions regarding the place for buses and coaches.'

Next year's British International Motor Show will be limited to light vehicles up to 3.5 tonnes, leaving the Commercial Vehicle Show as the SMMT's shop window for all types of commercial vehicles, including buses and coaches.

At present the BCC's Coach and Bus Show slots in between the biennial Motor Show and the CISA-organised ExpoCoach at Castle Donington gave the industry an alternative to the NEC in 1990.



Philip Carlisle: expects talks.

Said Mr Carlisle: 'If PSVs stay with us there should be no problem.' However, he voiced concern that support industries like tyre and oil suppliers may be split between the two shows.

The SMMT show will start with press day on Monday September 27, followed by four trade days - September 28 to October 1. The doors will open to the public on Saturday October 2 and Sunday October 3 when an admission charge will be made.

Coach and Bus '93 has been moved to avoid a clash with the Kortrijk show.

■COACH

Berkhof's 18-metre double decker coach: can carry 114 passengers.

Berkhof reveals unique 114-seater coach

BERKHOF in Valkenswaard, Holland, has just finished a unique 18-metre double decker coach.

The impressive new vehicle, which will be handed over to its new owner at the Kortrijk Show in Belgium next month, can carry 114 passengers in sleeper-seats.

The Excellence 2000 HD-A has been built to high specification and is said to boast a toilet, video with five monitors, air conditioning, kitchen, microwave, and hot-air oven as well as radiator heating.

The large luggage compartment and 800 litre fuel tank makes it ideal for long journeys, says the Dutch manufacturer.

It is built on a Volvo B10M chassis and has an automatic gearbox with integral retarder.

From July this year 18-metre articulated coaches were allowed to be used on French motorways, so Berkhof is confident that its latest addition will prove extremely popular with coach operators.

■BUS

Transport minister fails to back *Bus Business* proposals

PUBLIC Transport minister, Roger Freeman, has disappointed the bus industry with his reply to an innovative campaign designed to free Britain from congestion and revitalise the beleaguered manufacturing industry.

Bus Business, sister publication of *Coachmart,* had called on the Government to: impose a tax on employees in London to be paid to London Transport; introduce tax allowances for public transport season tickets; bring in revised service registration to improve bus reliability; 100 percent first year corporation tax relief on new vehicles and Government-backed credit guarantee for new bus purchases *(Coachmart,* July 11).

Mr Freeman refutes all the proposals despite claiming to back the bus.

He told *Bus Business:* 'The Government is committed to promoting the bus as an environmentally friendly form of transport and as a means of beating congestion.'

He emphasised that the Conservatives were setting great store in bus lanes.

He said: 'We are encouraging local authorities to consider bus priority measures and hope to be able to make resources available for demonstration projects.'

His reply in detail and industry reaction appear in *Bus Business* on September 7.

■COACH

New Eos to star at Kortrijk

A NEW version of Van Hool's stunning Eos will be appearing at the Kortrijk show.

The original Eos launched two years ago by LAG has been renamed the Eos 100. The new Eos 200 - now made in Bree under the auspices of new LAG owner Van Hool - is expected to have more Van Hool fittings both on the interior and exterior.

Van Hool's other showpiece is the A300 bus, with its incredibly low, stepless floor of 32 cm. Since its launch at the UITP conference in Stockholm, the bus had drawn interest from Europe and beyond, says Van Hool in Belgium.

Cosmetic changes to the current T8 range of coaches will be shown at Kortrijk, and a new look front is expected to be seen.

■COACH

Williamson's wins new park and ride contract

SHREWSBURY coach operator, Williamson's Holidays, has won a major five-year contract to provide the town's first six-days-a-week park and ride service.

And it has invested £120,000 in two new Carlyle-bodied Dennis Darts to carry out the operation, which started earlier this month. The park and ride was contracted out by Shropshire County Council and runs at 15-minute intervals daily.

The company's transport manager, Howard Williamson, told *Coachmart* that the service had got off to an encouraging start and was on-line to hit its target of 500 passengers a day. The opening coincided with the two-day Shrewsbury Flower Show during which Williamson's carried 3,500 customers.

He said: 'The car park was overflowing and many cars were refused entry. We are very pleased with the way it has got off the ground.'

Williamson's, which is celebrating its 70th anniversary this year, has a fleet of 15 vehicles and runs holiday tours to destinations at both home and abroad. Mr Williamson said that business was currently booming and that the company was planning to add more venues to its holiday programme next year.

'We opened our first travel shop earlier this year and that has helped to expand our holiday business. In 1992 we will be offering 150 tours.'

■PEOPLE

Roxburgh is named MD

EX-commercial and planning executive of the Scottish Transport Group, Malcolm Roxburgh, is to join Clydeside Scottish Omnibuses as managing director when it splits from Western Scottish.

The news comes a week after the Clydeside buyout team learned that its joint bid with Western Scottish - under the Government's privatisation scheme - had been successful (*Coachmart*, August 25).

Leader of the buyout team, Eddie Cassidy, said: 'We promised our colleagues the most professional management we could get and I think they will agree that we have come up with a winner.'

Mr Roxburgh said: 'I am looking forward to joining the new company after it has purchased the Clydeside business. We will be aiming to provide passengers with a first rate service.

'The past few years have not been easy ones for the Clydeside operations, but I have admired the determination and realism with which the people at Clydeside have pursued their goal of an employee buyout.

'The same qualities will continue to be needed in building a secure and successful future for the employee-owned company.'

■INDUSTRIAL

Crosville Wales: may challenge decision.

Crosville Wales' drivers win first round of legal battle

A GROUP of Crosville Wales' Wrexham drivers has won the preliminary round of an unfair dismissal claim.

The 74 drivers - who were sacked during an industrial dispute but not offered re-engagement - later sat through a two-day tribunal hearing at which it was decided they were eligible to have their claim heard.

But the decision may be challenged by Crosville Wales' lawyers, said managing director, John Rimmington: 'The case this week was very much on the issues of law, and we must await the full written reasons before we can decide the way forward.'

The Employment Protection Act says an industrial tribunal normally has no jurisdiction in cases arising from industrial action.

■LIQUIDATION

Liquidators appointed at Europa

LIQUIDATORS David Waterhouse and Edward Klempka were appointed liquidators of Europa Coaches at a creditors' meeting last week.

A spokesman for insolvency practise, Cork Gulley of Leeds, said few creditors - possibly four - arrived to hear from the boss of parent company CG Whittaker, Mr Geoff Whittaker, what had happened at the coachbuilding firm.

'It appears the reasons for failure were not just the downturn in the market, but the fact that Europa had a composite banking arrangement with the group,' said the Cork Gulley spokesman.

'As a result of other companies in the group being put into receivership, and accounts being frozen, Europa found itself with no banking facilities and so couldn't pay its wages.'

■REPORT

Saab-Scania profits fall

SAAB-Scania Group announced half-yearly sales six percent down on the first six months of 1990... and the downturn is attributed to Scania.

Income before tax dropped from 7.8 percent of sales to 3.8 percent, and the company reported reduced demand for heavy chassis in every European country except Germany.

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TUESDAY 10th SEPTEMBER 1991
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The next Bus and Coach sale will consist of approximately 100 entries, the majority of which will come directly from operators and finance houses. The sale will include the following vehicles:

1988 VOLVO ICARUS, 49 SEAT EXECUTIVE COACH. WC, tv/video, MoT Jan '92.

1988 'E' MERCEDES 507D, 16 SEAT MINIBUS. C/W, tv/video, radio/pa, tinted windows, curtains, fully carpeted.

1987 'D' MERCEDES 507D. Specification as above.

THESE VEHICLES ARE DIRECT FROM HIGHLAND BUS AND COACH, AND WILL BE OFFERED AT 12.00 NOON

5x 1987 'D' LEYLAND TIGER, DUPLE 340, 49 seat coaches. c/w power door, wc, air conditioning, radio/pa, servery.

1987 'D' LEYLAND TIGER, DUPLE 340, 46 seat coach. Specification as above.

5x 1985 'B' LEYLAND TIGER, DUPLE LASER, 46 seat coaches, power door, wc, air conditioning, radio/pa.

1984 'A' LEYLAND TIGER, PLAXTON 3200, 49 seat coach, power door, air conditioning, radio/pa, servery.

1986 'C' MCW METROLINER, 72 seat double deck coach. Full Rapide spec.

1985 'C' MERCEDES 608D, 16 seat Reeve Burgess, express door.

1984 LEYLAND TIGER, PLAXTON 3500, 53 seat coach, MoT Aug '92.

1982 BEDFORD, DUPLE DOMINANT II, 53 seat coach, MoT Jan '92.

1982 'X' LEYLAND TIGER, DUPLE DOMINANT IV, 49 seat coach, power door, wc, air conditioning, radio/pa.

1978 BEDFORD, DUPLE DOMINANT II, 53 seat coach.

1977 'R' AEC RELIANCE, DUPLE, 57 seat coach, MoT April '92.

1977 LEYLAND PLAXTON, 57 seat coach.

STOP PRESS

THE FOLLOWING VEHICLES ARE TO ARRIVE ON SALE DAY FROM 1 CONSIGNOR.

1983 'Y' VOLVO B10M, DUPLE LASER, 57 seat coach, MoT Aug '92, radio/cassette, speed limiter.

1982 DAF MB200, JONCKHEERE BERMUDA, 57 seat coach, MoT Feb '92, power door, radio/pa, speed limiter, courier seat, drivers' bunk.

1982 DAF MB200, DUPLE DOMINANT IV, 53 seat coach, MoT June '92, radio/pa, courier seat, d/glazed, power door, speed limiter.

1980 'V' AEC RELIANCE, DUPLE DOMINANT II, 53 seat coach, MoT Aug '92, express doors, radio/cassette.

1977 'R' LEYLAND LEOPARD, PLAXTON SUPREME, 57 seat coach, MoT Oct '92, power door.

1977 'R' AEC RELIANCE, PLAXTON SUPREME, 57 seat coach, MoT Nov '91, power door.

Further entries invited. For details contact Derek Bolt, Paul Clay or Steven Holt. Telephone 061-230 6000, Fax 061-220 8079.

NB. All potential buyers will need to register at the Heavy Commercial reception and obtain a buyer's number PRIOR to bidding please. Non ADT account card holders are required to lodge ***£500 CASH*** *or a* ***BANKERS DRAFT*** *(in favour of ADT Auctions Ltd) deposit in order to obtain a buyer's number.*

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You've been buying...You've been buying...You've been buying...You've been buying...

Optimo fits the bill at Hall's

GARRY Hall of Hall's Mini Travel has updated his fleet with a new Caetano Optimo II 21-seater luxury mini coach from Salvador Caetano (UK).

The vehicle has replaced a Mercedes 609 and was chosen for its high specification.

Said Mr Hall: 'We wanted an up-to-date executive-style coach and the Optimo fitted the bill perfectly. We are already getting a lot of orders for it.'

It has joined the company's fleet of five which comprises three Ford Transits and a new Leyland DAF. The vehicle is currently employed on airport and theatre trips.

The Optimo is powered by a 4.5 litre turbo-charged Toyota engine and built on the Toyota Coaster chassis.

Specifications include 21 moquette seats, courier seat, tinted windows, curtains, reading lights and Blaupunkt radio/PA/cassette. It is also equipped with a TV/video, digital clock and hot drinks facility.

K & S Coaches picks Leyland DAF... again

K & S Coaches of Mansfield, Notts, has taken another Leyland DAF 16-seater supplied by Made To Measure Minicoaches of Bredbury, Stockport.

The conversion specification included high back Capri seating by Kustombuilt and trimmed in M-2-M red and grey, full soft trim interior colour coded to seats, two tables with lights and lift up roof vent.

The vehicle also boasts a full length luggage rack with driver's locker, stereo radio/cassette with four speakers, electric intake/extract unit, saloon heater, dropped passenger entrance step, curtains, tinted windows and wheel trims.

It is being used on school contracts and private hire.

Darts make a mark in Thanet

THANET Bus has added two 10-metre Dennis Darts to its fleet - the biggest new vehicles to be bought by the company

The Isle of Thanet has a high proportion of elderly residents and George Chisholm and Richard Booth - who run the company - felt it was essential to have modern vehicles with low steps and a wide entrance.

'The Darts have proven ideal,' Mr Booth told *Coachmart*.

'With 43 seats they are big enough to cater with most of the loads we carry, but at peak times their standing capacity allows us to move up to 60 people.

'The low flat floor makes entry and exit easy for elderly passengers and benefits those with young families.'

Thanet Bus has a two-tier fares structure for local services, charging 25p for journeys up to four stops and 40p for any other trips on the Isle of Thanet.

Right: The Dart on duty with Thanet Bus.

You've been buying...You've been buying...You've been buying...You've been buying...

Dunn-Line scores in the executive field

DIRECTORS of First Division Nottingham Forest will be the prime users of Dunn-Line Executive Travel's luxurious new coach.

The company is looking to expand into up-market executive hire with the latest addition to its 30-strong fleet - a superb Volvo B10M on a Jonckheere Deauville body and specially converted by J&L Developments of Alton, Hampshire.

The machine is the ultimate in luxury and features 16 reclining aircraft-type seats with tables and lamps at the front and a nine-seat U-shaped settee at the back. Sandwiched between is a kitchen area which boasts oven, microwave, running hot and cold water, fridge, freezer, wardrobe and all the other accessories normally associated with an executive-type vehicle.

Sutrak air conditioning keeps passengers cool, and there is also a double video system which can show different programmes at the front and back of the coach.

Bob Dunn, managing director of Dunn-Line, told *Coachmart:* 'This is a new area of coach travel for us, but we believe there is a lot of scope for it around Nottingham.'

Dunn-Line has a long association with Brian Clough's Nottingham Forest, mainly through its supporters' club. However, it also provided an open-topped coach for the club after it won the League Cup at Wembley two years ago.

Avis adds to its Heathrow shuttle service

AVIS Renta-Car has placed an order for six Caetano Optimo II luxury mini coaches to run its extensive car parking shuttle service at London's Heathrow Airport.

Mounted on the Toyota Coaster chassis, they are powered by a six-cylinder turbo engine.

The vehicles are being supplied by Salvador Caetano of Heather, Leics, and have been modified to suit the special needs of their job at the world's busiest airport.

The coachwork is based on the Optimo DL specification which includes power plug door, forced air ventilation, curtains and wheel trims.

Avis requirements featured 14 full moquette seats, tinted windows and a large boot facility with an extra luggage pen fitted inside the saloon area.

All the coaches are finished in the distinctive Avis livery of silver with red and white reliefs.

A first for South Notts

THE first Reeve Burgess Beaver bodies to be built at Plaxton's Scarborough factory have entered service with Nottingham City Transport.

Six vehicles are in South Notts' blue and cream livery and are being used to improve services in the Clifton area of the city. They are the first new buses for the company since it was taken over by Nottingham City Transport in March and are replacing 20-year-old double deckers.

Based the Mercedes-Benz 709D chassis with four-speed automatic gearboxes, the 25-seaters incorporate features to NCT requirements. Harry Reeve, sales director of Reeve Burgess, said: 'I am delighted to be supplying more Beavers to NCT. It brings to 55 the number of Reeve Burgess vehicles in the Nottingham fleet and a further three are on order.'

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Be on your guard when buying a new vehicle

From Michael West

SIR

In these days of recession, we hear of many companies with financial difficulties. And in the light of the economic climate and following a lesson we learnt, I would like to offer some advice to operators.

We, like many companies, plan our fleet replacement programme well in advance and after travelling many miles assessing the different options, decided to buy new.

We found ourselves entering into a contract and handed a goodwill deposit to the coachbuilder expecting the rest of the process to be plain sailing. However, before our vehicle was delivered, we found the supplier had gone into receivership because the general manager had got into difficulties with one of his other companies. The contract could not be fulfilled and our deposit was frozen along the line somewhere.

Now comes our advice... in future think of your coach as property (after all in today's market it costs much the same) and contract in the same manner. You never pay a builder a deposit. The transaction involves a solicitor with contracts exchanged on completion.

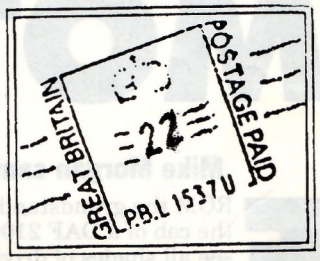
There can also be a clause to the effect that if either cannot complete their side of the bargain, the deposit goes to the innocent party. It may cost a little more, but while the money is lodged with the solicitor at least it will be earning interest.

Our lesson was very nearly a tale of woe, but thanks to all staff involved we took delivery of our new vehicle last week. Our coachbuilder, who could have done otherwise, decided that the customer should come first.

The moral of the tale is simple... be covered and be safe.

MICHAEL WEST
WESTWAYS MINI-COACHES
110 NEW ROAD
SANDS
HIGH WYCOMBE
BUCKS

Send your letters to: The editor, *Coachmart*, EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough, PE1 1DS, or by fax: 0733 62656



The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Charabanc picture sparks a trip down memory lane

From Owen Woodliffe

SIR

While I cannot claim personal memory of the charabanc pictured in Nostalgia Corner (shown right, *Coachmart,* August 1), I am able to provide details of the vehicle, compiled from information obtained by fellow researchers into the history of George Ewer & Co's Grey Green Coaches.

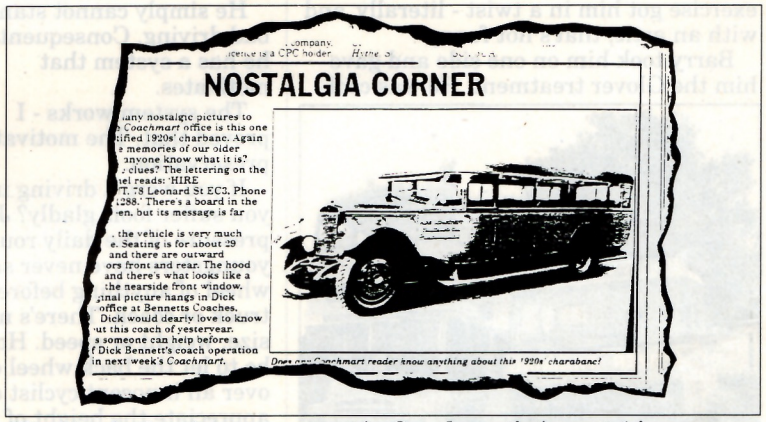
The vehicle is a Maudsley ML4B type (chassis no 4257) and was re-registered, UC7161, as a 26-seater.

It was delivered new in January 1928 to George Ewer & Co - hence the addess of Leonard Street, Shoreditch, which was the head office of the company before Stamford Hill.

Ewer named its coaches at the time and displayed on the board in the front screen is 'Finsbury.'

Its sister, UC7162, and named 'Kingsland' was ousted from the company fleet in 1931 by a large delivery of Leyland TS.

The photograph which appeared in *Coachmart* was taken for publicity purposes and was used in a full-page advertisement which appeared in the 1928 London Classified Telephone Directory, in which is was described as an 'all weather, low level saloon, fitted with pneumatic tyres and collapsible hoods.'


NOSTALGIA CORNER

...any nostalgic pictures to ... *Coachmart* office is this one ...ified 1920s' charbanc. Again ...e memories of our older ...anyone know what it is? ... clues? The lettering on the ...el reads: 'HIRE ...T. 78 Leonard St EC3. Phone ...288.' There's a board in the ...en, but its message is far ...

... the vehicle is very much ...e. Seating is for about 29 ... and there are outward ...ors front and rear. The hood ... and there's what looks like a ...the nearside front window. ...ginal picture hangs in Dick ... office at Bennetts Coaches. ... Dick would dearly love to know ...ut this coach of yesteryear. ...s someone can help before a ...f Dick Bennett's coach operation ...in next week's *Coachmart*.

Does any Coachmart reader know anything about this '1920s' charabanc?

Flashback: the picture poser set in Coachmart's August 1 issue.

OWEN WOODLIFFE
196 SINCLAIR ROAD
CHINGFORD
LONDON E4 8PT

TRAINING - IT'S ALL ABOUT MOTIVATION

Mike Morgan samples training Dunn-Line-style in the hands of veteran instructor, Barry Glover.

FROM the grandstand view of the cab of a DAF 2100 artic you see all shades of driving standards. Some may be good, but through the eyes of a seasoned driving instructor everyone makes mistakes.

Barry Glover was going to give me his uncompromising views on British driving habits whether I wanted them or not. He gives all his trainees the same ear bashing, so perhaps he has good reason.

Without turning a wheel you can see potentially lethal driving habits. Barry is in no doubt that standards are far too low and he has dedicated his working life to knocking some professionalism into those who dare to sit in the cab alongside him.

His technique is simple and effective. There is only one correct way of doing things. If you don't do it, then he tells you. The language is colourful, but there's no malice. It's all part of his psychology. If a trainee is foolish enough to repeat a mistake more than once, then Barry lashes out with the appropriate expletive. Where necessary the poor recruit gets a severe talking to. On the morning of the test, I saw it happen.

He was a good driver, but the reverse exercise got him in a twist - literally, and with an artic, that's not funny.

Barry took him on one side and gave him the Glover treatment. He was cool and calculating - it is part of his scheme of things. If all else fails give him a roasting.

It worked. Our friend slotted the 42-foot tractor and trailer into its imaginary garage and sailed through the rest of his test. Two hours earlier he could have willingly shaken Barry by the throat, but now he was shaking his hand in gratitude.

There is only one aim for the professional driver trainer. To get the raw recruit through a PCV or LGV test in the minimum amount of time. Anyone foolish enough to think they know it all will be quickly cut down to size.

After 30 minutes you'll get an assessment - even if you don't want it.

Not that Barry isn't friendly. He's a super fellow. But he gives it to you straight. And that's what you want if you need to pass a driving test.

He simply cannot stand bad driving. Consequently he has a system that motivates.

Barry Glover: training technique is simple and effective.

The system works - I proved that. The motivation is self-preservation.

If you were a driving instructor would you suffer fools gladly? Just think of the pressure of the daily routine. Some youngsters have never sat behind the wheel of anything before, never mind a truck or coach. There's no concept of size, weight or speed. How easy it must be to let the back wheel of a trailer ride over an innocent cyclist or fail to appreciate the height of the double-deck Leyland.

Just think of everything that could go wrong. The prospects could be horrific. It's enough to make the strongest-willed go weak.

Come to think of it, innocent passengers waiting to board your bus or coach put a lot of faith in the professionalism of your driver. If they are inadequate, scare your customers, or damage your vehicle, then you lose.

The solution is simple. Professional training for professional drivers.

Barry Glover's systematic approach is geared to producing such people. Together with his immediate boss, Malcolm Gillott, they churn out newly qualified drivers at Dunn-Line Training.

Barry's ultimate boss (no, not his wife Hazel), Bob Dunn, believes in the value of the training school. He bought it to make money and at the same time to boost the standards of the drivers engaged in his Dunn-Line coach activities.

Now that category D-licences give you

Training: drivers of trucks and PSVs have got to know what they are doing.

Barry's approach: professional training for professional drivers.

no indication of experience, there is a heavy responsibility on all operators when engaging new drivers. The old class 1,2,3,4 at least told you what size coach they could drive.

Now all you know is that they passed a test.

To make things even more onerous, the first licence renewal is at 45. By that age it could be 27 years since they got the pass certificate.

You will not know how much vocational driving they've done in the meantime.

So much better then if you have:

- confidence in the knowledge that drivers were trained properly in the first place;
- access to professional re-training;
- the facility to upgrade your drivers and correct any bad habits.

Proper training is in everyone's interest. Surely it is a mistake to take any shortcuts.

There's a story I'd rather not tell of a *Coachmart* employee who got a real telling off - not from Barry, but from a driving examiner.

Examiners usually keep their thoughts to themselves and simply give out the pass/fail certificate at the end of the test. Some don't, and when the message comes from this unexpected source you don't forget it. I haven't, even though it was very difficult to take at the time.

My first obstacle after leaving the test station was a series of cones protecting a new mini-roundabout. There was no way this could be negotiated with an artic without using the mirrors. He said I didn't and as he pointed angrily at the nearside mirror I was in no position to argue because I wanted to pass that test.

I'm sure I did it right, and although I added a second vocational category to my licence, the message still rings in my ears. PSVs are large vehicles and drivers have to know what they are doing.

BARRY'S ADVICE

1 There's a right gear and a right speed for all occasions.
2 Always have the vehicle under control - 'don't coast or let the vehicle run away.' This includes 'block changes' when approaching junctions and starting in 2nd, 3rd, or even 4th according to conditions.
3 Hold the steering wheel properly.
4 Engage gear before handbrake at traffic lights.
5 Don't pull up too close behind another vehicle - you may have to pull out.
6 Use the correct procedure - mirror, signal, manoeuvre.
7 Get the positioning right.
8 Maintain progress - keep the vehicle moving.
9 Use proper clutch control.
10 Don't forget the MIRRORS.

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Just let us have details of your fleet and its equipment and we will draw up a suitable servicing programme for your approval.

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Striving to remain a winner

A YEAR ago in this column I reviewed the National Consumer Council's survey *'Consumer Concerns 1990.'* Pointing out that 84 percent of consumers were satisfied overall with coach travel (which actually put us top of the popularity league of the eight areas of public service that were surveyed), I commented that although this looked good, there was room to convince the other 16 percent that we were doing a good job.

Indeed, I cautioned that should we drop in the satisfaction ratings, that would prompt headlines like, 'More dissatisfied coach passengers.'

In fact, despite a bad year and a slowing down of investment in coaches, we did manage to gain a percentage point, scoring 85 percent overall satisfaction and came out joint first with local electricity boards.

My interpretation of this surveyed statistic is that it shows exactly what I have always believed; that it is customer care rather than new coaches which generates consumer satisfaction. Most operators and drivers are now very active in building up the goodwill of passengers. It seems to be paying off in a statistical sense and in a practical way too.

Very few operators are saying that this is a good year. In my own case, although I have doubts whether I shall reach my profit targets, I will certainly be a long way from making a loss.

The operators who, among my friends and acquaintances in the industry, are doing best in these difficult days are those who are doing work of their own generation and who have high operational standards and low levels of borrowing.

Colleagues for whom I am getting fearful are those who are over dependant on work generated by larger concerns or tour operators, and who have high borrowings and give customer care a fairly low priority.

In his book *'Making It Happen',* Sir John Harvey Jones opines that it is essential to appraise the strengths and weaknesses of your opponents and learn from them as, he says, 'For every winner in industrial competition, there is a loser.'

Distancing myself from the weaknesses of the likely losers in coaching's battle for survival will, I hope, keep me amongst the winners.

Coach manufacturers must not ignore the customers' requirements

ALTHOUGH I am in no doubt at all that we need a strong UK-based PSV manufacturing industry, I wonder whether we can have it if manufacturers continue to ignore the demands of buyers.

I remember saying this to the then representative of a major body-builder some 10 years ago. I told him then that if they did not give we customers what we sought, they would lose out to more consumer orientated continental manufacturers. He laughed this off, saying that imports accounted for less than five percent of all sales.

In his redundancy I doubt he is laughing now as his old company shares a pitifully small market with a lot more, successful, continental sellers than there were in those long lost days.

There is no passenger demand as such for coaches that are so high that boarding involves climbing a veritable flight of stairs - all passengers want is not to be looking at the back of a driver's head all day.

As the UK and overseas manufacturers share a smaller market, Marksman asks 'who's laughing now?'

From the operators' point of view, excessive height is no more than very extensive and very expensive luggage accommodation - a luxury that few can now afford.

I am therefore perturbed to hear a strong rumour that a 'low driver' position option will not be offered on the new Plaxton 3200 model.

If my information is correct, I urge the Plaxton management to arrange an ultra-quick return to the drawing board. For that is the very specification that will sell if anything will in the present climate. For if it can't produce it, then I know a man who does!

Passengers should know the safety risks

AVID Marksman readers will remember the concern I expressed at the end of May 1990 at the award of nearly £30,000 damages to a Mrs Esterman by Mr Justice Judge. Mrs Esterman had been a passenger in the back of an ambulance, had failed to wear seat belts provided, and was injured when it was involved in a collision. The aptly named judge had decided that the employers of the ambulance driver were liable to pay these damages as their employee driver had failed to advise Mrs Esterman to 'belt up.'

I expressed concern that this decision might create a nasty precedent for our industry if drivers neglected to instruct passengers, on coach seats which had belts fitted, to fasten them before take-off - and keep them fastened throughout the journey. It is therefore with some relief that I read the decision of the Court of Appeal recently. Their Lordships reversed the decision, ('Sorry Mrs Esterman, you are not going to get thirty thousand quid after all - hope you had not made any rash purchases on the strength of it!') and, on the special facts of the case, absolved the driver and his employers from any alleged negligence.

But we should not get too euphoric for the facts of this case are that (a) the driver was in no way to blame for the accident; and (b) there were notices stating 'For your own safety use the seat belts provided.'

I would not want to see coaches littered with signs of that nature. Readers of, as they say, a certain age, will remember the days when each coach seat had a sign advising passengers to lower their heads on alighting to avoid hitting them on the luggage rack. They looked ugly and were quickly defaced. Surely in this day and age there should be a legal presumption that passengers are aware that seat belts are provided for their safety and they fail to use them at their own risk. It is hardly equitable to blame a driver, perhaps 30 feet away from a passenger, and his employer 30 or more miles away, if a passenger is injured through exercising his own choice whether or not to wear a seat belt provided.

This appeal decision can therefore only give us a little comfort. The threat of seat belts on all coaches seems to have gone quiet even if it has not wholly vanished. But we are still at risk of the Mrs Estermans on Tempo 100 and other vehicles which may have some belts already fitted.

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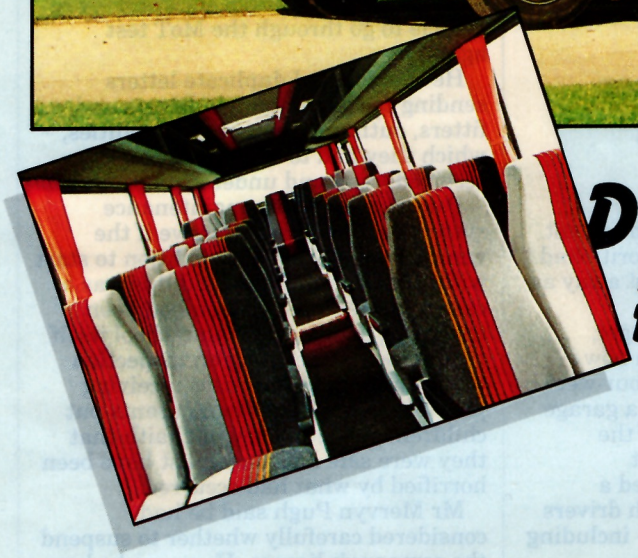

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Weekly report on law and the coach operator by Michael Jewell

School bus wheels fault leads to MoT re-tests

WOBBLING wheels on a school bus brought Presstoon Travel of Rugby, before the West Midland traffic commissioner, John Mervyn Pugh, at a Birmingham disciplinary inquiry.

For the company, Norman Carless, said that the proceedings had been sparked off by a vehicle developing a wobble in its front wheels on a school journey. Instead of stopping, the driver continued. A complaint was sent to the traffic commissioner and the resultant fleet check led to the issue of a number of immediate and delayed prohibition notices. The driver was a man with 25 years' coach driving experience. As a result of the incident, not surprisingly, he immediately left the company's employment.

The firm has been established since mid-1983 and this was the first black mark in eight years of operation, said Mr Carless. It was currently licensed for 14 vehicles - 10 coaches and four minibuses. A number of the vehicles were 'getting on a bit.' A lot of the company's work was contract work, and - due to the present financial climate and competition for contract work at suicidal rates - vehicles that would normally have been replaced had not been. The majority of the prohibitions had been lifted within 48 hours. They had been mainly imposed on the older Ford vehicles in the fleet, and two heavier type vehicles had now replaced two of the more elderly Fords.

Mr Carless conceded that the maintenance records system was not what it should have been, but said that had been remedied. Some of the problems had cropped up over a very busy period, and the situation had not been helped by the fact that two DAF engines had 'blown up.'

The premises, which had been used as an operating centre for coaches for many years, had not been criticised previously. It was true that some space had been taken up by stores and spare parts at the time, but they had since been removed.

Mr Mervyn Pugh said parents must have been horrified by what had happened.

The company had a good annual test record and the education authority had not seen fit to take the contract away as a result of the incident.

Director and transport manager, Geoffrey Toon, said the system now implemented was based on a four-weekly service for each vehicle, using a garage flow chart. He felt that part of the problem had been driver defect reporting, and it had introduced a system of duplicate books, with drivers having to make daily returns - including nil returns.

In reply to the commissioner, Mr Toon said the drivers had been given instructions, though not by letter. He did not know the dates when individual vehicles had been through the MoT test. He gave an undertaking to have the vehicles inspected on the dates shown on the flow chart.

Mr Mervyn Pugh said he had no doubt that in the past the company had used a mileage alternative, and that did not work.

Adjourning the proceedings until the end of September, Mr Mervyn Pugh said that in the meantime, because of the age of the vehicles and the numerous prohibitions, he wanted each and every vehicle to go through the MoT test again.

He also wanted duplicate letters sending to the company's drivers and fitters, outlining their responsibilities, which they had to sign as having received, read and understood.

Pointing out that a maintenance system could only be effective if the vehicles were in a good condition to start with, Mr Mervyn Pugh said this was a case where school children had been travelling on a bus and the school itself complained, generating an inspection that resulted in nine buses receiving prohibition notices. When parents put children on buses, they had faith that they were safe and they must have been horrified by what had occurred.

Mr Mervyn Pugh said he had considered carefully whether to suspend the company's licence. However, he bore in mind that it had taken on board advice given.

Burman to take legal advice over maintenance charges

WEST Midland traffic commissioner, John Mervyn Pugh, has adjourned a decision on action against Tamworth-based Burman so that the operator can take legal advice.

The company, which holds a licence for 20 vehicles, appeared before the commissioner at a Birmingham public inquiry.

Mr Mervyn Pugh said it had been reported that the company's vehicles had fallen below standard.

There was a very low standard at annual test, and the Vehicle Inspectorate was of the opinion that the company was shelving its responsibilities, adding that neither of the directors attended any of the three visits made to Burman's premises by vehicle examiners.

Questioned by the commissioner, director, Patrick Power, said that the company had 28 single deckers.

He and his fellow director, Michael Power, had been on the premises during the vehicle examiners' visits but the engineer employed in the garage had told them that everything was alright. The man concerned was later dismissed for not doing his job properly. He was replaced in April and the directors were confident that the standards were now all right.

Mr Mervyn Pugh said: 'I don't understand that they are all right. Quite the contrary.'

Mr Power said that the vehicle examiner had told them there was not a great deal to worry about over the public inquiry, and that probably he would just be asked to carry out another inspection.

If they had realised the seriousness of the situation, they would have had legal representation.

Adjourning the proceedings, Mr Mervyn Pugh advised the company to have all 28 vehicles put through the MoT test before it came before him again and to have a Tester's Manual ▶

Weekly report on law and the coach operator by Michael Jewell

◀ **for each fitter.**

He said that he would also want evidence of a system of planned maintenance, including a daily driver nil defect reporting system, and the attendance of the transport manager, Michael Power.

The report from the Vehicle Inspectorate did not fill him with any confidence, and if the passengers who travelled on Burman's buses saw it, they would not be filled with confidence either.

After Mr Power had said that steps had been taken to put matters right, Mr Mervyn Pugh said that he had a duty to the public to ensure that every passenger that got on a Burman bus could be satisfied that the vehicle was safe.

At the moment the commissioner could not be satisfied that the company's buses were safe.

If on the next occasion he was satisfied there was a satisfactory system of maintenance, the company might be allowed to continue in operation.

On the right track

ROMNEY Marsh-based Tracks Vehicle Services has had the authorisation on its international licence increased to 12 vehicles, while at the same time being warned about maintenance standards at an Eastbourne public inquiry.

Brian Pedley told to produce more maintenance details

FURTHER evidence about the maintenance arrangements of Staffordshire operator, Brian Pedley, has been called for by West Midlands traffic commissioner, John Mervyn Pugh, before he decides what action to take over his three-vehicle licence.

Mr Pedley, of Heath Hayes, Cannock, appeared before the commissioner at a Birmingham public inquiry, and the proceedings were adjourned until the end of September.

For Mr Pedley, Jonathan Thompson, said that he had been a coach operator for 20 years and currently he employed one part-time driver. Mr Pedley had one coach in service, the other two vehicles having been disposed of. The present vehicle had been obtained on lease purchase in January and had passed the MoT test on January 19. The present proceedings had been prompted by the issue of a delayed prohibition in April for an oil leak on the rear axle crankshaft, and also by a number of matters before Cannock magistrates. The fines and costs relating to the latter had been paid in full.

Mr Pedley had moved premises to the Gatehouse Trading Estate, Lichfield Road, Burntwood, and now had very good facilities, said Mr Thompson. He was a trained mechanic and undertook the inspections himself, apart from the inspection of the underside of the vehicle which was contracted out to Burntwood Cars and Commercials, which was on the same trading estate.

Indicating that he had sold the other two vehicles in March, Mr Pedley said he had taken one off the road when its MoT certificate expired at the end of last year. The other vehicle had a major engine fault develop in January, and that was when he purchased the third vehicle. He had only ever had one vehicle on the road at any one time.

Asked about a Volkswagen vehicle in photographs produced of the new premises, Mr Pedley said it was nothing to do with his business and it belonged to the part-time driver. Saying that the vehicle would be inspected monthly, Mr Pedley agreed there was no inspection pit at his premises.

Mr Mervyn Pugh asked who was doing the maintenance when Mr Pedley lost his licence in 1981? Mr Pedley replied: 'I think it was a commercial garage. I did not lose a licence, that was Eagle Travel.'

The commissioner was concerned that Mr Pedley did not know what the Tester Manual numbers on the inspection sheet meant.

Mr Mervyn Pugh said Mr Pedley re-applied for a licence in 1985 and that application was refused. He again applied in 1986, and a decision was adjourned pending prosecutions for the unauthorised use of vehicles. In May 1986, Mr Pedley was given a one-year licence, with a warning. It was no use putting him forward as a good mechanic.

Mr Pedley said the licence in his own name was never revoked, he had surrendered it. It was Eagle Travel's licence that had been revoked. In 1981 the maintenance had been delegated to a third party. Mr Mervyn Pugh said the licence in Mr Pedley's name had been suspended because of bad maintenance.

After Mr Pedley said he was now doing the inspections himself, as he was basically responsible, Mr Mervyn Pugh said that was the problem. While he was doing the inspections himself, Mr Pedley's vehicles had attracted three delayed prohibitions, in May and June 1990 and April 1991.

Mr Pedley said the first two prohibitions had been issued at a time when the maintenance was being done by a commercial garage. The first one had been for excess black smoke, which was something that could happen at any time. In relation to the second, the commercial garage had admitted it had not replaced the track rod end properly. In the case of the most recent prohibition, the vehicle was taken straight off service and inspected. The problem was that the crankshaft had been over filled with oil. The oil seal was replaced and there had been no problem since.

Adjourning the proceedings for Mr Pedley's vehicle to be put through an MoT test, and for him to produce details of a satisfactory maintenance system, Mr Mervyn Pugh said he wanted Mr Pedley to talk to the Vehicle Inspectorate about a preventative system.

The decision he reached on the next occasion would depend very much on Mr Pedley's reaction to the advice given before then, because traffic commissioners were not dictators but advisors. He had become more and more concerned when Mr Pedley was put forward as an experienced mechanic yet he had no idea what the Tester's Manual numbers on the inspection sheet meant.

Asking the commissioner not to suspend the licence in the interim, Mr Thompson said Mr Pedley now only ran one coach. He supplied a valuable service, as there were no other buses in competition, serving a number of old people's communities. Mr Thompson agreed people were entitled to know the bus was safe, saying it had twice been inspected by the Vehicle Inspectorate since being acquired in January.

After Mr Mervyn Pugh had said the worry was Mr Pedley's previous history, Mr Thompson replied that Mr Pedley did not accept the history that the commissioner's records showed.

Indicating that he did not propose suspending the licence, Mr Mervyn Pugh said Mr Pedley had a chequered history and he would check to see just how much he had been involved.

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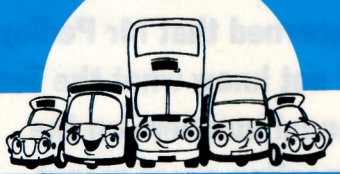

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NOAH never guessed that, with the onset of global warming, it would come to this.

But yes, in a bid to escape Britain's drought, the animals have been queueing two by two at the bus stop.

Arks are simply redundant in this weather.

So here they are - Rudolf, Neddy and Dicky the dromedary, plus spouses - waiting for the service to Paradise. The Ratcliff Animal Ramp (also known as the Rat Cliff) is lowered to let them aboard.

County Bus and Coach, which provides the service, says one bonus is that, if the bus breaks down, the passengers can pull it to the depot.

One drawback is the mess they leave behind... much worse than chewing gum. But you should see the roses.

● Seriously, many thanks to Paradise Wildlife Park for the picture of its mobile advertising campaign.

Addressing a problem...

THE *Coachmart* back issues department is always buzzing with requests for a second look at news and features.

So it was no surprise last week when a voice on the phone asked for the *Coachmart* issue of August 29 in which writer Rod Davey gave a detailed assessment of the route to Chartered Institute of Transport membership.

Certainly, we said. But do you not get *Coachmart* on subscription?

'No, I'm afraid not,' came the reply.

'Could we have your address so we can send you this copy?'

'Yes. It's 'The Chartered Institute of Transport...'

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Eves 7.00pm. Dec 8 at 1.00pm & 4.30pm.
Extra perfs Dec 5 & 7.

TICKET PRICES

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NB Opening Night & Child reductions only, apply in this seating area.
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CHILDREN AGED 2-15 – Half-price at all perfs except opening night.
COACH OPERATORS – £2.00 off adult prices for groups of 20 or more at all perfs except opening night. (Children half-price.)
REGULAR GROUPS – £3.00 off adult prices for groups of 20 or more at all perfs except opening night, Sat/Sun afternoon & evening perfs. (Children half-price.)
SCHOOL GROUPS – All tickets £5.50 at School Performance.
OAP's – Half-price except Sat/Sun afternoon & evening perfs.

BOOKING INFORMATION

Groups of 20 or more contact Sarah J. Wood on: **0742 562002.**
General ticket enquiries: **0742 565500.**
In person: Sheffield Arena, Broughton Lane, Sheffield S9 2DF. Box Office Mon-Fri 10.00am-6.00pm. Sats 10.00-4.00pm. Closed Sundays.

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Extra perfs Dec 26, 27, 28. No perfs Dec 25.

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BOOKING INFORMATION

For group bookings of 20 or more contact: The Playhouse Theatre Party Booking number at **031-557 0540.**
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In person: At The Playhouse Theatre Box Office 18-22 Greenside Place in Edinburgh. Open Mon-Sat 10.00am-6.00pm. Closed on Sundays.
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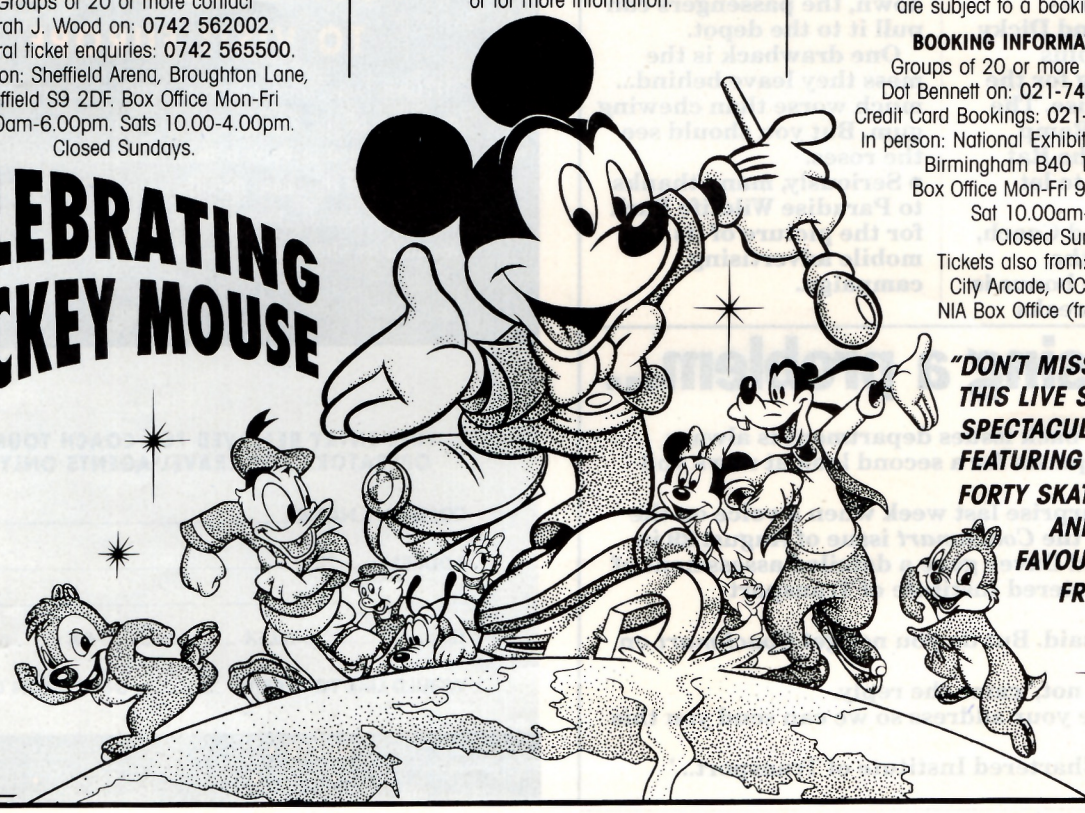

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RACING IS A SAFE BET...

Coachmart takes a look at racing - and how it can be a good bet for any excursion. A racecourse marketing manager says more could be merrier...

The spectacle of thoroughbreds can thrill any crowd.

A DAY at the races is a tailor-made marketing opportunity for coach operators.

Racing traditionally attracts groups intent on enjoying themselves and who don't want the hassle of driving. But all too often it is the individual group from the working men's club or local football team who contact the coach company for details of rates. And it is the groups themselves who pay at the gate - at the normal rate - rather than allow the coach company to organise the whole, discounted package.

Which raises the question, why don't coach operators include a day at the races on their itinerary and go out and positively sell it? Not many do and those that don't could be missing out on a money spinner.

Christine Farren, sales and marketing manager at Goodwood - one of the country's top racecourses - agrees. She told *Coachmart*: 'Coach companies which offer a day out at the races are the exception rather than the rule. Most trips tend to be instigated by the customers.

'That is a shame because I believe there is a lot of potential for operators who actually promote trips themselves. It is especially important now, when times are hard, to look at other ways of attracting new business.

'There is enormous scope for both day trips and short breaks. A visit to Goodwood - or any other race meeting - could prove to be an attractive addition to the itinerary.'

Most racecourses, including Goodwood, offer both discounts and free parking to coaches. They also include free entry to the course for the driver.

'There's no problem with booking - it couldn't really be easier,' said Christine. All you have to do is let us have details of requirements and a cheque at least seven days in advance and we will do the rest.'

The rules regarding drink at major sporting events are strict and every coach visiting Goodwood is issued with a security pass and told that it will not be allowed entry if its occupants arrive at the course drunk. 'However, that is just common sense and now part and parcel of what to expect at all major sporting venues.'

Coach operators must also be aware of other course rules. Each has its own set of standards. Some have strict dress rules, and few will allow jeans, T-shirts, shorts or other casual wear on major racedays.

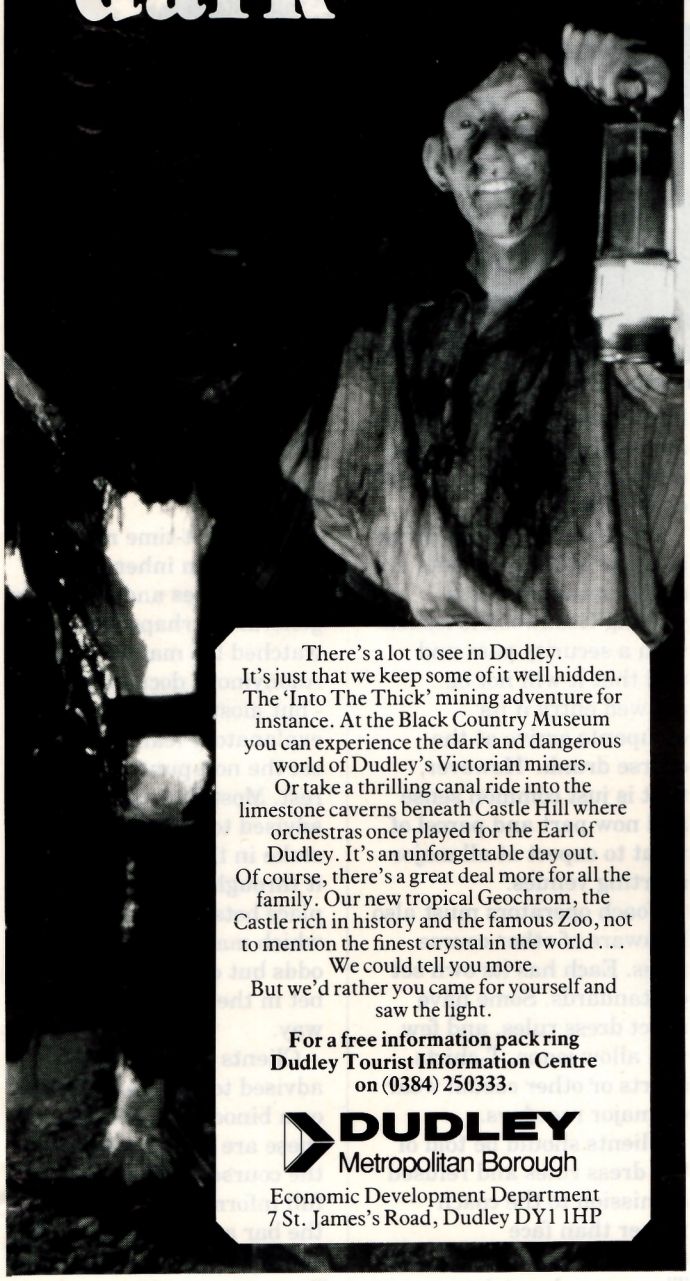
Clients should be told of the dress rules and refused admission to the coach rather than face disappointment at the gate. There are also strict photography rules at many courses. These too should be made abundantly clear to racegoers.

Many first-time racegoers may have an inherent 'fear' of the bookies and betting in general - perhaps having watched too many Gamblers Anonymous documentaries! - but most courses can offer explanatory leaflets which set the non-punter's mind at rest. Most first-timers are advised to keep a limited stake in their pocket, spread it through the races and place bets with the Tote, which may not offer the best odds but can take any size bet in the easiest possible way.

Clients should also be advised to bring along their own binoculars - though these are often for hire at the course - and be given full information on the bar and restaurant areas

Turn to page 27...

Come to Dudley and we'll keep you in the dark



There's a lot to see in Dudley.
It's just that we keep some of it well hidden.
The 'Into The Thick' mining adventure for instance. At the Black Country Museum you can experience the dark and dangerous world of Dudley's Victorian miners.
Or take a thrilling canal ride into the limestone caverns beneath Castle Hill where orchestras once played for the Earl of Dudley. It's an unforgettable day out.
Of course, there's a great deal more for all the family. Our new tropical Geochrom, the Castle rich in history and the famous Zoo, not to mention the finest crystal in the world . . .
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Metropolitan Borough

Economic Development Department
7 St. James's Road, Dudley DY1 1HP

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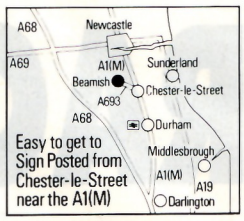

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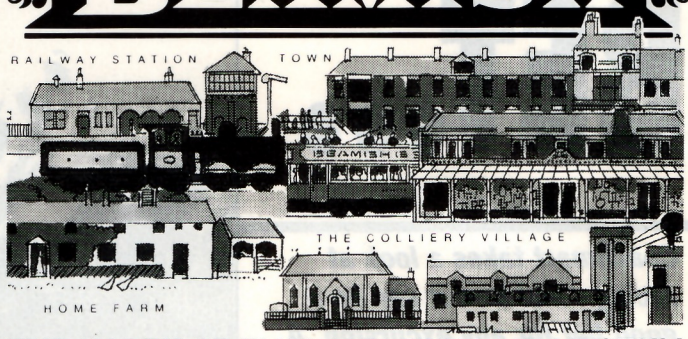

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1991 ADMISSION PRICES:
Group Rates
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Cadbury World is just four miles south west of Birmingham City Centre, off the A38 Bristol Road. Easy access from M5, signposted from J2 and J4.

PLEASE NOTE
THIS IS NOT A FACTORY TOUR.

Advanced booking for groups is essential.

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Cadbury World,
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BIRMINGHAM.
FOR FURTHER DETAILS AND BOOKINGS
RING 021-459 9116.

Continued from page 25...

available to them. Again, some are reserved. For those who like to make the day even more special, most courses have plenty of room in the coach parks for trippers to set up their own picnics. Christine said: 'There are plenty of facilities for that at Goodwood either before or after the day's racing.

'In fact, the coach park at Goodwood is actually a country park for the rest of the year so it doubles up as a lovely picnic area.'

All in all a trip to the races - however you do at the bookies' - represents a memorable day out for the customer and could prove profitable for the coach company.

Sponsorship deals for your clients

OPERATORS who do regular business with local companies could find race sponsorship an additional sales message.

Almost all courses provide some sponsorship deal. In many cases, sponsorship of a race is modestly-priced and ensures the sponsor's name appears in national newspaper racing columns. On top of that, satellite TV race coverage is improving the exposure of sponsors' banners in the public eye.

Of course, operators may like to sponsor a race themselves, and invite regular clients along for a superb PR exercise.

On smaller courses, sponsorship is surprisingly inexpensive.

At Carlisle (featured elsewhere in *CT & E* this week) a named race can be sponsored for £500 plus VAT, and a named day - with two races - for just £2,000. The deal includes banners and the race card cover.

Clearly, there are extras. A £25 prize and bottle of champagne are traditional at Carlisle, and potential sponsors will also have to look at the cost of a hospitality suite.

But race sponsorship by either the operator or his client may prove profit-making.

Green light for Glorious Goodwood

GOODWOOD - voted Sporting Venue of the Year in 1990 - is one of the most famous as well as one of the most scenic racecourses in the country.

Set on top of the Sussex Downs, it is not difficult to understand why the venue has become known as Glorious Goodwood and a mecca for both the committed racegoer and the casual punter alike.

The owners have invested heavily in the development of Goodwood and it is a modern well developed venue which can also cater for business conferences and exhibitions.

Hospitality is high on the list of Goodwood's facilities and there are a number of options, ranging from boxes in the Charlton and Sussex Stands to suites and rooms for corporate entertaining. And all possible vantage points are covered by the course's own closed circuit television network which makes sure you don't miss a minute of the action.

The most popular meeting of the year is the July Festival - Glorious Goodwood - and a party rate for groups of 20 or more is available. This season, there are just two more race meetings left at Goodwood. These are on Friday, September 13 (Abtrust Select Stakes) and Saturday, September 14 (Club's Day) and the last meeting of the year on Friday, October 4 (City of Portsmouth Supreme Stakes) and Saturday, October 5 (Priory Park Stakes).

Unlike many sporting venues, access to the course is relatively trouble free. There is no need to travel through Chichester and a number of major roads around Goodwood eases traffic congestion. Coach parking is free.

Group rates are available for the Gordon Enclosure at £7 (normally £8) and the Public Enclosure £2.50 (£3). For further details, contact Christine Farren on 0243 774107.

Hats off to Ascot races

HATS, horses and high society have made Ascot one of the premier racecourses in England.

The course, which Queen Anne set up on a whim in 1711, is now going stronger than ever, and Royal Ascot is one of the few British racing traditions known to the rest of the world... racegoers and the public in general.

Ascot is acutely aware of the business generated by coaches and has hefty discounts on selected racedays, such as Diamond Day on July 25, 1992, when the course slashes its admission rates by 25 percent.

Racing may be seen as 'for adults only' but not at Ascot. Children under 16, accompanied, get in free and can enjoy a supervised playground and playroom, also free.

Entertaining at Ascot is made easy by a large number of hospitality units and marquees at a wide range of prices. On the average raceday, the price of a suite in the Queen Anne Building may be as low as £15 a head. On big racedays, they don't come cheap and operators or group organisers have to pay in advance. But because Ascot is such a special celebration of racing, the high price may not be discouraging for punters.

Next big raceday at Ascot suitable for groups is the Brent Walker Festival on Saturday, September 28. It's a little more than a day's racing, with demonstrations of breaking in horses, the Radio 1 Roadshow, John McCririck as master of ceremonies, military bands and a huge number of sideshows. Six races, including the Queen Elizabeth II Stakes, worth £400,000, are run during the day.

Prices on the day are from £3 for the Silver Ring to £17 for the Member's Stand. Coach parking is £10.

Details of all Ascot racedays and admission charges are from John Barker, Ascot Racecourse, Ascot, Berks, SL5 7JN, Tel: 0344 22211, Fax: 0344 28299.

Home of the Grand National

THINK of the name Aintree and the first thing that springs to mind is the Grand National - one of the most gruelling 'over the sticks' races in the world.

Next year's three-day Seagram Grand National meeting is on April 2 to 4, and will attract several hundred coaches, says Aintree. Clearly, a race as big as the Grand National is booked heavily in advance. Coach parking is free at Aintree on the two days preceding the big event, but a charge is made on the Saturday.

Full details are contained in a special coach operator's brochure. Tel: 051 523 2600, or Fax: 051 530 1512.

The National Stud

Offers a unique opportunity for animal lovers or racing enthusiasts alike to take a behind the scenes look at the Racehorse Breeding Industry. The guided tours last about 1¼ hours and include young foals in the Foaling Unit (seasonal) and famous racehorses (including a Derby winner) in the Stallion Unit. With 500 acres and 200 stables the Stud is one of the most extensive and prestigious breeding centres in Europe and all our visitors will be given a detailed insight into its aims and operations.

Open April to September – tours at 11.15am and 2.30pm Monday to Friday; Saturday mornings 11.15am only; Sundays and Bank Holidays 2.30pm only. Entry fee £3.00 for adults and £1.50 for children, students and senior citizens.

Special concessions for coaches offering up to 20% discount.

BOOKINGS ESSENTIAL

MILL REEF

More information available from:

The Assistant to the Manager,
The National Stud, Newmarket,
Suffolk CB8 0XE
Telephone (0638) 663464
Fax. (0638) 665173

Tickets: £13, £11, £8.50, £6
Children U-15 & OAP's - Half Price.

- ☆ *Generous group booking rates (minimum 10).*
- ☆ *Promotional material available.*
- ☆ *Easy access and parking for up to 1000 coaches.*
- ☆ *Bookings reserved until one month prior to performance.*
- ☆ *Refreshments available (catering for group bookings on request from Wembley Arena Catering Manager).*

WEMBLEY ARENA

For further details call:
081 902 8833
extension 5108

Plan your trip to the World's Greatest Race

A day out at the Grand National is an unforgettable experience.

Aintree racecourse offers special rates for Coaches and Double Decker buses for all three days of the Seagram sponsored meeting.

Inclusive Coach Labels admit your coach and all occupants to Western, Central or Steeplechase enclosures.

Next year's meeting takes place on April 2nd, 3rd & 4th.

To ensure your place on our **priority mailing list** cut out the coupon and send without delay to:

Dept CM, Aintree Racecourse Company Ltd, Aintree, Liverpool L9 5AS. Tel. 051 523 2600

Please send me details of Party Rates and Coach Labels to Aintree 1992

AINTREE

Name .....

Address .....

.....

Daytime Telephone .....

Possible Numbers in Party.....

Details will be mailed to you by October 31st 1991

Ref CM1

Uttoxeter introduces coach party discounts

A day at the races: popular with all sections of the public.

IN a bid to attract more coach parties to race meetings in the closing months of the year, Uttoxeter has discounted its discount rate.

Meetings on September 19, October 5 and 17, November 7 and December 5, 20 and 21 would normally cost £8 for the Club, £6 for Tattersalls, £4 for the Silver Ring and £2.50 for the course at group rate.

But to bring in the coaches, Uttoxeter has set corresponding prices of £6.50, £5, £3 and £2. The driver gets in free and, what's more, advance booking monies will be refunded if a trip is abandoned. It ranks one of the best deals *Coachmart* could discover.

For up-market clients - or just regular groups who want something special - Uttoxeter can offer some excellent all-in packages.

The Platinum, Gold and Silver hospitality packages priced at £50, £45 and £40 respectively include a bucks fizz reception, wide choice of menu, all table wine, tea and biscuits, a race card, member's badge, car parking, coffee and biscuits and a complimentary bar throughout the meal-time until half-an-hour after the last race! Minimum booking is 25 people.

A range of hospitality suites are available and the Tote can even arrange a private betting kiosk in marquees for parties of 50 or more. As with many courses, corporate hospitality can be arranged on non-racedays.

Uttoxeter Racecourse, just off the A50, can be contacted on 0889 562561, or Fax: 0889 562786.

Chepstow's Piggott stakes will be popular

CHEPSTOW hosts the Lester Piggott Stakes on October 15... and it's likely to be a popular meeting.

The Gwent racecourse offers free parking, a free ticket for the coach driver and organiser, and a £1 discount on entry to Tattersalls or the Members' Enclosure - that puts group entry at between £6 and £11 a head.

Booking is at least seven days in advance with payment, and no refunds are offered.

Details of Chepstow are available by phoning 0291 622280.

Haydock offer

HAYDOCK Park offers free admission to the enclosure for the group organiser and a free ticket into its Newton enclosure for the coach driver.

The group deal discounts entry by £1 for Tattersalls on the normal £7 and by 50p for the £3 a head Silver (Newton) Ring. Getting to Haydock is equally coach-friendly. The course is just three quarters of a mile from junction 23 of the M6, on the A49 trunk road, and parking is free.

Meetings are staged between once and three times a month - the big month being July. Details on 0942 725 963.

Bangor-on-Dee is a punter's paradise

THE MARCHES may not be thronging with racecourses but Bangor-on-Dee Races is a punter's paradise in the heart of rural Britain.

Set in some of the most beautiful scenery anywhere in the country, the modest racecourse has equally modest prices - it trims a quarter off entry prices for all groups of over 25.

At this rate, your clients can get on the course for £2.25 and into the Paddock Enclosure for £5.25. On top of that, the one-and-a-half mile course is set in a river valley, so the view even from the car parks is excellent.

Bangor is very much a rural racecourse but not without the facility to cater for large groups through its catering service. Hughes Caterers can answer queries on Welshpool 553366.

Failing that, a summer picnic on the grass is positively encouraged and may make an enjoyable day out for any tour party staying in the area.

Details are from Bangor-on-Dee Races secretary, Mr Ockleston, on 0948 860438.

Thirsk will attract visitors

ATTRACTIVE parkland singles out Thirsk, in North Yorkshire, as one of Britain's country racecourses.

The venue is close to real coaching country, between the Dales and the Yorkshire Moors, so it might well fit into tour itineraries in the area. And it offers some of the best views of racing available on its mile-long circuit.

Discounts for admission are £1 to the Club and Tattersalls, 50p to the Silver Ring.

The Club tickets normally sell at £11, Tattersalls at £6 and the Silver Ring at £2.50. An additonal five percent reduction is provided by a one-in-20 deal.

Hospitality can be provided in a sponsor's room, private boxes or chalet marquees, and catering ranges from banqueting for up to 250 people down to snack bars dotted around the racecourse.

Details of fixtures and group admission are from Thirsk Racecourse on 0845 522276.

Ripon's free offer

COACH drivers and group organisers get in free to Ripon Racecourse... which has meetings on weekdays and weekends.

Tattersalls' entry was £5 for groups this year, the Silver Ring, £2.50. Prices are to rise in 1992 but have not yet been set.

Fixtures next year are on April 8, 16 and 25; May 27; June 17 and 18; July 6 and 18; August 3, 15, 22 and 31; and on September 1. A visit may well slot into an area tour itinerary.

Details on 0765 602156, Fax; 0765 690018.

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ACCOMMODATION

• 204 Spacious Junior Suite Guest Rooms, all providing:- • 2 Queen Size (5ft) double beds or one King Size (6ft x 6ft) double bed. • Desk space and lounge area • Colour TV with satellite channels and in-house movies • Chilled mini-bar • Welcome tea and coffee tray • Trouser press/hairdryers • No smoking rooms

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GROUP RATES

AUTUMN 1991 – DECEMBER 1992

★ **£20 per person in a twin including Breakfast**

★ **Children under 18 years sharing with an adult go free** (Breakfast Supplement)

★ **Complimentary Rooms available – (Driver/Tour Escort)**

★ **V.I.P. Status for Group Organiser**

SPECIAL 'FREETIME' BREAK WEEKENDS FOR GROUPS INCLUDE

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(24 hours) for further details

More Suggestions of Things to Do and Places to See in and around Manchester

• Wedgwood Potteries • Cheetham School of Music • China Town • Quarry Bank Mill • Liverpool's Beatles Museum and Albert Dock • Bramhall Hall • Tatton Park • Chatsworth House • Heaton Park • Blackpool • Chester • Derbyshire Peak District • Lake District and much, much more...

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Family home of the Earls of Strathmore and a Royal residence since 1372. Glamis Castle is the childhood home of H.M. Queen Elizabeth The Queen Mother, the birthplace of H.R.H. The Princess Margaret and the legendary setting for Shakespeare's play 'Macbeth'.

Open Easter weekend 29th March-1st April, then daily from 27th April-14th October, 12 noon-5.30 pm (July to August from 11.30 am)

Situated south of Forfar on the A94 Perth road.

For further details contact the Administrator on 030 784 242

BATH RACES

1991 FIXTURES

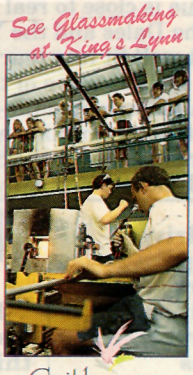
Monday SEPTEMBER 16th
Monday SEPTEMBER 30th
Monday OCTOBER 28th

A 20% discount is available for prepaid party bookings of 20 or more

For further details contact the Secretary at:

Bath Racecourse Company Ltd
Greenfields, Little Rissington,
Cheltenham, Gloucestershire
GL54 2NA

Telephone (0451) 20517



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Enjoy a conducted tour through our modern crystal making factory. Marvel at the skills of the glassmaker as he fashions the molten glass into goblets, decanters and vases. Discover how the intimate designs are hand cut to create sparkling crystal patterns.

Guided tours throughout the year 9.30-4pm

Well stocked factory shop open 6 days
Annual Christmas Sale starts October 29th until December 20th. SUPER BARGAINS!

Tearoom serving light refreshments

For information contact
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Oldmeadow Road, Hardwick Ind Estate, King's Lynn. Tel. 0553 765111

Party on down to Newmarket

NEWMARKET Racecourse's drive for popularity is achieving success... not only with racegoers but also partygoers!

The Suffolk venue started staging live music after race meetings in 1987, when The Spinners lured the crowds.

Since then, the crowds have grown as George Melly, Showaddywaddy and other bands graced the main grandstand overlooking the enclosure lawn.

Next season's race fixtures will probably see more of these cabaret nights with barbecue after July and August meetings.

Racing: a great day out for everyone - and a good way of making money.

Details have not yet been announced.

Newmarket Racecourse is also on the ball with children's facilities.

There's a children's adventure playground staffed by the Red Cross and a bouncy castle on the July course. Children under 16 get in free.

The course has decided to peg its prices for 1992, with the exception of the Members' Enclosure on 1000 Guineas and Cambridgeshire Days.

That gives group rates around 20 percent cheaper than individual, at £2.40 for the Silver Ring and Rowley Mile up to £16 for a day in the Members' Enclosure on a top race day.

Catering and corporate hospitality can be arranged depending on requirement.

Details of Newmarket Racecourses' attractions can be obtained from officials at Westfield House, The Links, Newmarket, Suffolk CB8 0TG, Tel: 0638 663482, or Fax: 0638 663044.

Buses and coaches welcomed at Epsom

BUSES and coaches are a way of life with Derby racecourse Epsom.

For years, the open-top double decks and clusters of coaches have been a feature of the final furlongs on Derby Day, which takes place next year on June 3. In a unique arrangement, operators hire space in one of three enclosures - or up on The Hill - and spectators need not leave their seats.

This leaves catering down to the group, but may prove perfect for operators who can provide on-board catering which will give them an added profit prospect. Only the Lonsdale Enclosure has its own bar arrangement, so operators should make this clear.

Price per coach space is being revised this week, but for 1991 fixtures it amounted to between £2,400 for a space in the Lonsdale enclosure - to include double-deck bus hire - to around £450 for a space in Tattenham, depending on position within this staggered enclosure which can afford excellent views of the entire course.

The famed double-decks are on hire from the racecourse itself, and can be ordered to pick up almost anywhere in the southern Home Counties. Clearly, this reduces the profit line in some ways for operators, but may prove a useful addition to an itinerary when there is other work for the coach.

Details of all Epsom's facilities are from United Racecourses, on 0372 464348. Ask for 'Derby Bus Hospitality.'

Hexham promises you a spectacular day out

IF you want a little scenery with your racing, Hexham Steeplechase can provide both.

The Northumbrian racecourse overlooks spectacular countryside and is regarded as one of the country's most attractive courses. Hexham is very much the 'small and friendly' side of the racing industry.

The course secretary admitted that coach business was not great but said he was anxious that this situation would change: 'In the past, we haven't tried very hard to attract group visits but I am now trying to increase this side of Hexham,' he told *Coachmart*.

Hexham can offer two hospitality suites at £50 apiece, plus a varied group menu which starts at a very reasonable £6 a head.

Discounts for entry to the course are 20 percent... and a bottle of Scotch for the organiser if 50 or more arrive!

Details of Hexham meetings and group bookings are from the course secretary on 0434 606891.

Taunton Racecourse has a tasty Tote offer

A £10 Tote voucher for the racegoing party, and three for the price of two, are the incentives being offered for coach parties to Taunton Racecourse.

The course, just off the M5, has meetings on Thursdays, with 'special' race days on Friday December 27, and Friday evening on April 24 to finish the season.

Full details of Taunton race fixtures and any other information from Tony or Helen on 0823 337172.

Go to Hereford... you're sure to be in good company

HEREFORD's fixtures for 1992 include evening meetings which may prove ideal for company outings.

The racecourse, near Eaton Bishop, charges a course admittance of £2, £6 into Tattersalls and £8 for club entry if parties are booked in advance. On site, there are bar and snack facilities, or the option of a buffet/carvery in the club enclosure.

Private rooms in Tattersalls are available for parties of around 35, and discounts will be applied to all-in rates for room hire, admission, lunch and racecard.

Details from John Williams FRICS, Tel: 0981 250436, Fax: 0981 250192.

Gold Cup is toast of seasoned racegoers

THE Hennessey Gold Cup on November 22 is always a big draw for racegoers to Newbury Racecourse.

The meeting starts on November 21 and finishes November 23, with a busy list of fixtures throughout. It's ideal for coach visits, and Newbury's 20 percent discount on admission charges will leave your clients with a few pounds extra!

The racecourse advises all operators to avoid the A34/A4 junction if at all possible on racedays. Tailbacks here are always long.

The range of hospitality facilities at Newbury includes the Hampshire Stand, with its bars and self-serve restaurants, Tattersalls Grill Room and the Club Restaurant.

Coach parties are given a 20 percent discount on admission, which ranges from individual prices of £15 for the Club Enclosure, £8 for Tattersalls and £3 for the Silver Ring.

Full details of meetings and group rates are from Newbury Racecourse on 0635 521081, Fax: 0635 528354.

Carlisle is clued-up for catering

PRIVATE rooms catering for between 30 and 250 guests are among the lures of Carlisle Racecourse.

The one-and-a-half mile course - famed for its 'over the sticks' racing - has a good reputation for high quality catering, and has refurbished not only the drainage under the turf but the facilities enjoyed by racegoers.

Bars, restaurants and grandstands of better standard are also putting Carlisle on the map. Its 20 days of racing are now attracting much improved bloodstock as the local standard becomes more competitive. The track is said to be a good proving ground for potential Grand National horses - both Red Rum and Gordon Richards' Lucius won races here before going on to fame.

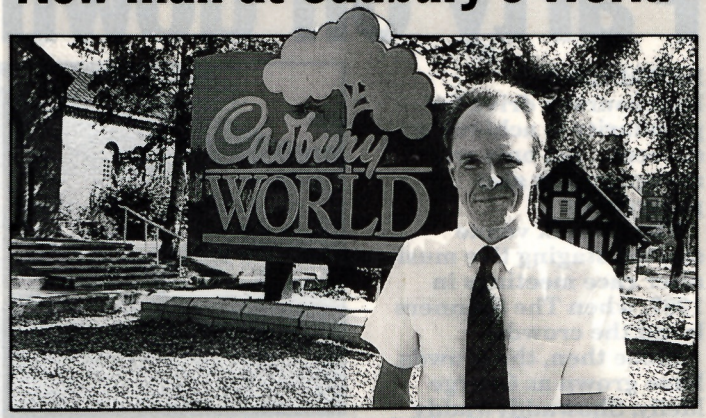
The course is not without its famous trainers, either. Gordon Richards, Arthur Stephenson, Mary Revely and 'Ginger' McCain send horses and top jockeys, Neil Doughty, Peter Niven and Chris Grant, ride there.

Prices at Carlisle are very competitive. Group entry to the course is £4 - a £1 discount - and there's a free ticket for every 10 sold. Function rooms can be hired for less than £3 a head, and the addition of closed-circuit TV and bar are extra.

Catering starts at around £4.50 for a simple finger buffet or £11.50 for a three course lunch, with no upper limit to inhibit up-market clients. The catering has, in fact, has had a great deal of praise from both the public and Press.

Full details are from the course secretary, Ann Bliss, Tel: 06973 42634, or from the racecourse, Tel: 0228 22973.

New man at Cadbury's World



CADBURY"S World has appointed John Bradley as its new general manager. Mr Bradley takes the reins at the public face of Cadbury's, having been marketing manager for the firm's seasonal sweets. He promises change at the venue in the coming year.

Alton Towers cancels driver vouchers cash deal

THE Tax Office has stepped in to stop Alton Towers issuing £5 cash-redeemable driver vouchers.

The Staffordshire theme park says a revision of the tax laws is to blame, but has promised its new £5 voucher will fully cover the cost of a meal at one of its two restaurants.

Alton Towers is keeping the season going with a winter fireworks show on Saturday and Sunday November 2 and 3. The annual event has had £100,000 spent on it in fireworks alone, and includes a street theatre, musicians, jugglers and acrobats.

Posters and leaflets are being supplied to operators to publicise the £8.25-a-head event, while there will be TV advertising to boost its popularity. Alton Towers reckons 50,000 people will turn out to the Fireworks and Laser Spectacular.

For details ring 0538 702200, or Fax: 0538 702918.

Tatton Park launches operator privilege club

TATTON Park in Cheshire has launched a coach operator privilege club which gives a cash bonus for Christmas.

The scheme offers operators a rising scale of cash rebates linked to the number of visits made per year, new bonuses for the driver, and a ticket bonus on the day.

The grand mansion, with its gardens, medieval hall, farm and deer park, is also publicising the coach privilege club to its list of sports and social clubs, sending them the names of operators who have joined the scheme.

Tatton's list of coach operator benefits amount to a £4 lunch for the driver plus a £4 gift voucher - which can be saved for later use - a system where coach operators pay only for up to 40 seats per coach, and the annual rebate which can be anything from £5 to £20 per visit.

Tatton has a number of events planned for winter, including a wholefood show, craft fair, concerts and children's Christmas events.

Details of all Tatton Park events and the operator privilege club are available by phoning 0565 654822, Fax: 0565 650179.

COACHES WELCOME

EASTBOURNE

EASTBOURNE

Something for everyone

Still space in 1991

Autumn Breaks: minimum 2 nights

Pre-Xmas weekends December:
from £38 including Gala Dinner – Dancing
Mid-week: 4 nights November/December
from £58 including Gala Dinner – Dancing

Book now for 1992

Special Rates: April, May & September

Group Rates all year

Full Board or Half-Board
Wide Selection of Hotels for all budgets

EASTBOURNE ASSOCIATED HOTELS
PO BOX 72, EASTBOURNE,
EAST SUSSEX BN22 4HT

TELEPHONE **(0323) 410443**
FAX. **(0323) 639448**

(21088/CWL)

AVONDALE

PRIVATE HOTEL
77/79 Royal Promenade
Eastbourne
28 bedrooms, 8 en suite bar, 3 nights entertainment, ample parking for coach parties. Mini breaks all year round from £60. 4/5 days
OPEN FOR CHRISTMAS with special **CHRISTMAS THEME** now taking bookings for **1992.**
Tel. 0323 23510
(20217/HO)

SOUTHSEA

THE NEW SOLENT HOTEL
(Southsea)
★ 50 fully equipped rooms ★
★ 2 menus – A la carte & Indian ★
★ Dining in style for 200 ★
★ Very large bar ★
★ Fully stocked games room ★
★ Lift to all floors ★
★ 2 large TV lounges ★
Driver & Courier stay free!!
0705 875566/291577
Fax. 872023
facing seafront & Japanese Gardens
(21167/CWL)

GREAT YARMOUTH

★ **NOW AVAILABLE IN** ★
★ **GREAT YARMOUTH** ★
September, October.
With 27 bedrooms (10 en suite), Full central heating, excellent home cooking, adjacent to promenade, close to Britannia Pier and all amenities.
Coach parking in own grounds.
Bar lounge/dance floor, two lounges with colour TV, one *NO SMOKING.*
Don't delay phone today.
Tel. 0493 843870
Now taking bookings for 1992.
St Claire Hotel (21089/CWL)

LINCOLNSHIRE

TREAT YOUR PASSENGERS TO A VISIT AT THE LAKESIDE TEA ROOMS
★ Childrens adventure playground
★ Farm shop
★ Rare breeds poultry park
★ Pick your own fruit farm
★ Brymores famous ices
Set in lovely surroundings. Ample coach parking. Free meal for driver. Open daily 9am-8pm. (Follow brown tourist sign for Lakeside Adventure Park A158 out of Lincoln)
Barlings Lane, Langworth, Lincoln. Tel. (0522) 754226
(19909/CWL)

SKEGNESS

QUEENS HOTEL
49 SCARBOROUGH AVENUE, SKEGNESS
Mrs Sylvia Gordon would like to welcome coach parties to the Queens Hotel situated just off the sea front.
★ 28 bedrooms, many en suite ★ Tea making facilities all rooms ★ TV lounge ★ Very large dining room ★ Licensed bar ★ Entertainment ★ Excellent atmosphere ★ Wide varied menu (5 courses evening meal) 40 or over driver stays free. 50 or over 1 extra stays free.
Open all year round. 4 day Christmas House Party. And try our New Year Party. 3 full days fun, food, festivites (20574/CWL)
REDUCTIONS FOR COACH PARTIES
BOOK YOUR 1992 HOLIDAY NOW TEL. 0754 2073

ISLE OF WIGHT

Christmas at the
ROYAL PIER HOTEL
Sandown, Isle of Wight
4 DAY BREAK, 24th-28th December including full Christmas fete.

★ Live entertainment every evening ★
★ All rooms en suite with colour TV ★ Lift ★
★ Indoor heated swimming pool with hot tub ★
SANTA WITH PRESENTS FOR ALL!
Please call 0983 403187 for further details (21184/CWL)

BOURNEMOUTH

FIRCROFT & BURLINGTON HOTELS
OWLS ROAD, BOURNEMOUTH, BH5 1AE.
★ Parking for coach ★ All rooms ensuite, col TV, tea mkg. ★ Choice of menus ★ Large ballrooms ★ Indoor pool, Jacuzzi, Sauna ★ Sports centre (9am-6pm) ★ 3 full size snooker tables ★ many sea view rooms (Burlington) ★ Entertainment ★ Out of season 3/4/5/ day breaks ★ Close to sea & shops ★ 1 child FREE
TELEPHONE NOW FOR OUR SPECIAL COACHING RATES
0202 309771 OR 0202 398079
FAX 0202 302542 (20152 CWL)

COACHES WELCOME

COACHES WELCOME

NEWQUAY

NEWQUAY

Arundell Hotel, Mountwise, Cornwall

A friendly family run hotel, centrally situated with panoramic sea views, offering full English breakfast and varied menus. Under personal supervision of chef proprietor.
★ 36 rooms, all en suite with colour TV, radio, telephone, intercom, tea making facilities
★ Entertainment 6 nights a week in our large bar with dance floor ★ Full central heating, laundry and ironing facilities ★ Lift ★ Heated indoor pool ★ Sauna ★ Solarium ★ Spa pool.
ON SITE PARKING ● DRIVER STAYS FREE

ASK ABOUT OUR SILLY PRICES FOR JAN, FEB & MARCH 1992

Contact: Audrey Milne on (0637) 872481 (20975/CWL)

NEWQUAY

PARADISE BEACH HOTEL
Watergate Bay, TR8 4AB

A family run hotel 200 yards from beach. Newquay approx 3½ miles. 21 en suite rooms with col. TV, tmkrs, hairdryer, telephone, CH, sauna, solarium, games room, lic. bar, dance floor, laundry room, choice of menu, entertainment.

TAKING BOOKINGS FOR 1992 also, availability for Sept, Oct, Nov and Christmas.

Contact: Ann Thomas on

(0637) 860273

(21173/CWL)

CASTAWAYS, BEACH HOTEL, PORTH, NEWQUAY, CORNWALL

Licensed hotel overlooking Whipsiderry beach. All rooms en suite, col TVs, teamakers and phones. Excellent cuisine. Entertainment. Indoor pool, sauna and solarium. Car park. Children welcome.

EXCELLENT PARTY RATES
DRIVER/ORGANISER FREE
Tel. (0637) 876619
(19958/CWL)

WALES

THE BELGRAVE HOTEL, TENBY

Warm, friendly, comfortable, good food, choice menu, nightly entertainment. All bedrooms with tea, coffee making facilities, Sky TV. Most with private bathrooms.

1992 HALF BOARD JUNE, JULY & SEPT 6 or 7 nights **£19.00 + VAT p.p.p.n.**
MAY 5, 6 or 7 nights from **£17.00 + VAT p.p.p.n.**

Telephone Tenby (0834) 2377 ask for Malcolm Thomas

1991 OCT 4/5 nights mid week **£15.00** + VAT (21174/CWL)

LLANDUDNO

ELSINORE HOTEL
GRAND PROMENADE, LLANDUDNO

★ Superb seafront position
★ Sun Verandah with beautiful views of the 'Ormes' & mountain scenery
★ Two minutes Pier, principal entertainment and shops
★ Central heating throughout ★ Residents bar ★ Lift ★ TV lounge
★ Varied menus ★ All rooms en suite (incl 13 single rooms)
★ Tea/coffee making facilities & TV in all bedrooms
★ Hotel completely refurbished

COACHES & PARTIES WELCOME
TARIFF NOW AVAILABLE FOR 1992

Joan & Alan Giblin
TEL (0492) 876923 (20260/CWL)

NORTHUMBERLAND

GREEN HEAD HOTEL

Gateway to Hadrians Wall
just off A69

Tea, coffee and meal stops
★ OPEN ALL DAY ★
Coach parties and drivers receive a warm welcome.

All enquiries
Tel. 0697 747411
(19381/HO)

KENT

BERYL COURT HOTEL in MARGATE

★ On seafront, close to shops, 36 bedrooms, en suite available
★ Tea making facilities in all rooms
★ Entertainment several nights a week
★ Bar, dining room, ball room, TV lounge
★ Lift to all floors

NOW TAKING BOOKINGS FOR 1992

Special breaks available
FOR FURTHER DETAILS TEL. (0843) 221988

(17874/HO)

LEICESTERSHIRE

RESERVOIR INN, CROPSTON

Charnwoods Premier Inn

Set in 6 acres of land adjacent to **Bradgate Park** and **Switherland Woods.**
The Inn offers bar snacks and afternoon teas.
Open 11am-11pm
Appointment only

Tel. 0533 362165
(Leicester) (19955/CWL)

SHROPSHIRE

COACHES ARE ALWAYS WELCOME at the DENEHURST HOTEL & Leisure Centre

RAC★★ Fully Licensed

★ Lunches ★ Evening meals
★ 15 double/twin rooms
3/4 COACH CAPACITY FOR MEALS
(Up to 200 – drivers free!)
Large car park
CROWN GREEN BOWLS
SWIMMING POOL

Tel. (0694) 722699
SHREWSBURY ROAD, CHURCH STRETTON
15 miles to Ludlow/Shrewsbury, 20 miles to Ironbridge, 100 yards to Cardingwell Valley turn
(20869/CWL)

OXFORDSHIRE

The Bear Inn

Situated 1 mile off Junction 10 on the M40

Is ideally placed on the B4100 for Banbury, Bicester and Brackley.
With a warm friendly atmosphere this olde worlde coaching inn offers home cooked food and real ales. It is central for the **Cotswolds, Blenheim Palace, Silverstone, Towcester, Cheltenham, Newbury and Ascot Races.**
★ Breakfast ★ Lunches ★ Dinner buffets ★ Driver free ★ Ample parking ★ Disabled facilities
Ring us now for further details
Jane Clifford. Tel. (0869) 346785 (20934/CWL)

AVON

TRALEE HOTEL

32/34 Birnbeck Road
Weston-Super-Mare BS23 2BX

The ideal position – on the seafront. 37 bedrooms, some en-suite, and with superb sea views across Weston Bay.
For more details and available dates for coach parties during 1992

Tel: Mr & Mrs Cox on (0934) 626707
(20866/CWL)

WYE VALLEY

COACHES WELCOME
WYE VALLEY

NEW MEAL STOP!!!
for coaches touring the Wye Valley and Forest of Dean,
Lunches – Dinners
Cream teas – Snacks

"OPEN ALL HOURS"
THE WYE KNOT INN
SYMONDS YAT WEST
0600 890 501

3 miles Monmouth, 7 miles Ross, overlooking river and valley. River cruises available. Booking preferred
(20538/CWL)

COACHES WELCOME

COACHES WELCOME

SCOTLAND

EXCELLENT VALUE IN SOUTH-WEST SCOTLAND

Less than ½ hour drive from the border and the main A74, our hotels offer an ideal stopover point.

STATION HOTEL
AA★★★ Dumfries RAC★★★
Tel. (0387) 54316
32 en suite bedrooms

QUEENSBERRY ARMS HOTEL
AA★★ Annan RAC★★
Tel. (046120) 2024
24 en suite bedrooms

Both hotels offer tea and coffee making facilities, colour TV, radio and telephone. ★ Full central heating. Accommodating one coach per night we guarantee you maximum attention
(20289/CWL)

SPAIN

PLAYASOL HOTELS UK
★ SPAIN ★

Hotel accommodation **91/92**

Costa Brava, Costa Maresma, Costa Dorada

Winter 91/92 Only £58 7 nights F/B

Book now your **1992** hotel rooms for the **Olympic Games**

For hotels, brochures and firm prices tel. Mr Rodriguez

061 655 3645 (21186/CWL)

PERTHSHIRE

AWARDED BEST AA 2 STAR HOTEL IN PITLOCHRY

DUNDARACH HOTEL, PILTOCHRY

30 bedrooms en suite, totally refurbished, tea making facilities, telephones, colour TVs, centrally heated throughout, within walking distance of the Festival Theatre and town centre.

0796 2862

THE BIRNHAM HOTEL, DUNKELD

AA★★★ RAC★★★

30 bedrooms en suite (totally refurbished 1987), tea making telephones, colour TV, centrally heated throughout, lift to all floors, baronial dining/ballroom for 150.

03502 462

Coach lunches welcome at both hotels Our position makes us an ideal centre for a week's stay in the Perthshire Highlands.

SMAILE FAMILY HOTELS
where a warm welcome awaits you
(21190/CWL)

DEVON

WATERS EDGE HOTEL
SEAFRONT TORQUAY
TEL. 0803 293876 FAX. 0803 299674

Family owned hotel on sea front.
★ 48 bedrooms (40 en suite) ★ TV, radio and intercom in all rooms ★ Swimming pool ★ Tea and coffee making facilities ★ Sea views ★ Good food ★ Live entertainment
OPEN ALL YEAR
1992 EARLY & LATE SHORT BREAKS PLUS SOME WEEKS STILL AVAILABLE.
RING FOR DETAILS (21464/CWL)

NARRACOTT GRAND HOTEL
BEACH ROAD, WOOLACOMBE, NORTH DEVON

★ Superb position overlooking miles of golden sand
★ 2/3 Star standard hotel surrounded by National Trust Land
★ All 100 rooms en suite, colour/satellite TV, tea/coffee making facilities and central heating
★ Extensive leisure facilities including indoor pool, snooker
★ Entertainment/dancing, 2 superb floors available.

COACHES AND PARTIES WELCOME 1992 TARIFF NOW AVAILABLE

Telephone: 0271 870418 (21458/CWL)

South Leigh Hotel
Ilfracombe, Devon

This family run hotel is close to all amenities and level with the sea front. All rooms en suite, tea and coffee making facilities in all rooms. Lift, entertainment and licence.
CHRISTMAS THEME WEEKENDS in DECEMBER
CHRISTMAS/NEW YEAR
NOW TAKING BOOKINGS FOR 1992
Call us now to discuss your requirements.

Tel. 0271 863976
(20867/CWL)

HOTLINE
(0733) 898111

CAMBRIDGESHIRE

WOOD GREEN ANIMAL SHELTERS

Europe's Leading Animal Charity

*Many types of animals to see
*Restaurants & Coffee Shop *Coaches Welcome
Wood Green Animal Shelters, London Road, (A1198)
Godmanchester, Cambs PE18 8LJ (0480) 830014
(17873/CWL)

NORFOLK

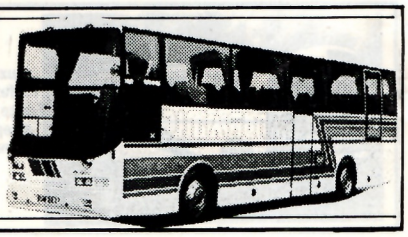
EXPLORE THE DELIGHTFUL COUNTRYSIDE OF NORFOLK & SUFFOLK

While staying in our luxurious hotel. ★ We offer friendly and courteous service with bedrooms en suite, tea/coffee facilities, dial direct telephones, radio and colour satellite TV. ★ Excellent cuisine.

SPECIAL OFFERS FOR OCT/NOV/DEC 1991
Starting from £15.00 per person ½ board
Also we cater for lunches, afternoon teas and also high teas.
Booking now for 1992
Tel. (0493) 852427/843228

LINWOOD HOTEL
(19952/CWL)

COACHES WELCOME



Coachmart CLASSIFIED MARKETPLACE

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BARGAIN BUSES

BARGAIN BUS

1978 BRISTOL LHS

35 seater coach, Plaxton Supreme, good condition, power door, MoT March '92.

£6,000 + VAT ono

Tel. (0329) 284005

(21466/BAR)

BARGAIN BUS

1984 B REG BEDFORD PARAMOUNT 3200

53 seats, MoT October 1991, one driver from new, first to see will buy.

£23,000 + VAT

Telephone: 0495 792 323 days or 0495 774000 eves

(21168/BAR)

BARGAIN BUS

1977 FORD PLAXTON SUPREME S Reg plate

Tested May '92, in good running order.

£3,000 + VAT

Tel. 0761 434625 Radstock

(21245/BB)

AEC

AEC DUPLE DOMINANT II, 57 seater, MoT, taxed. **£5,750 ono + VAT. Tel. Work 0942 884844, home 061 790 9976.** (21548/AEC)

BEDFORD

1974

BEDFORD DUPLE

53 seater, express doors, no engine or gearbox, MoT July 1992.

OFFERS

Tel: 051 355 2991

(21468/BE)

1978 (T) BEDFORD 29 seat PJK Plaxton Supreme, power door, MoT to 13/12/91, very good order **£5,000**

1974 BEDFORD YRT, 53 Plaxton, Grant doors, Telma, sound reliable coach, MoT to 3/3/92 ..... **£2,250**

Both vehicles open to sensible offers

BROOKSIDE TRAVEL
Tel. (0736) 762530

(21535/BE)

1984 BEDFORD YNT DUPLE LAZER 11 METRE

51 seats, side lockers, radio PA, MoT till Aug '92, good condition, one owner since new. Prepared to take Leopard and National service buses (exchange).

£19,500 ono + VAT

Tel. (0443) 832101

(21522/BE)

BEDFORD

BEDFORD 10M YMP

500 Turbo 3200 Paramount Executive. 36/38 recliners + courier, toilet, water boiler, tinted double glazed, curtains, carpet, wired for video, TV, MoT Apr '92, excellent.

£26,950 + VAT ono

Tel. 0905 772301 (anytime) 0905 772301 (fax)

(21512/BE)

1979 BEDFORD DUPLE DOMINANT II 500

Luxury mobile motor home. Private plate. Professionally converted. 12 volts and mains. Fridge, microwave, TV, shower and toilet area, sleeps six, awning fitted, totally repanelled, 10 months test, 4 months tax, must be seen.

£13,950 + VAT

Tel. 091 3734 200

(21547/BE)

BEDFORD

1981 BEDFORD YMT 500 TURBO DOMINANT II, 53 seats. **£9,000**

1979 BEDFORD YNT 500 DOMINANT II, 53 seats. **£5,000**

1978 BEDFORD YNT 500 DOMINANT II, 53 seats. **£5,000**

1980 BEDFORD PJK DOMINANT, 29 seats. **£6,000**

All vehicles are resprayed in white

MoT'd and subject to VAT @ 17.5%

PENT RISE TRAVEL
0202 579592

(21539/BE)

1978

BEDFORD DOMINANT II

53 seater, MoT November 1991, exterior red and white.

£3,200 + VAT

Tel: 0353 860705

(21476/BE)

BEDFORD PJK
29 SEATER, 1982

12 months test and taxed, owned by us since new, good condition, clean inside and out, sale due to update of fleet.

£9,750 + VAT ono

Tel. 061 624 7316

(21212/BE)

BEDFORD 500

YNT Duple Dominant IV, 53 seaters, MoT 91/92.

Choice of two.

£9,550 each + VAT

Tel. 071 613 3333

(21490/BE)

1984 Bedford YNT Turbo Plaxton 3200, 53 remoquette seats, private plate, MoT April 1992. **£26,000 + VAT. 1980** Bedford PJK Plaxton, 29 seats, very clean, MoT August 1992. **£6,500 + VAT. Tel. 0388 772772.** (21474/BE)

1983 BEFORD YMT DOMINANT SERVICE BUS, 63 moquette/formica backed seats plus standees. Luggage area, destination gear. MoT March 1992. Excellent all round condition. **£18,500 + VAT. Tel: BARFORDIAN COACHES 0234 870235.** (21213/BE)

1974 Bedford PJK 330, 29 seater coach, 12 months MoT, excellent order, **£2,000 + VAT. Tel. (0747) 830229 Wiltshire.** (21200/BE)

1977 BEDFORD PJK DUPLE DOMINANT, 29 seater, factory recon 330 engine (not run in yet), new CIF, PSV tested to August 1992, very clean, ready for work. **£4,250 ono no VAT. Tel. 0474 357692.** (21545/BE)

BEDFORD Val, 1970, 53 seater, good condition. **£1,200. BEDFORD** Duple, 1965, 41 seater, petrol, excellent condition. **OFFERS. Tel. 061 624 0059.** (21462/BE)

1986 BEDFORD YMPS, 28 recliners, toilet, Webasto, tinted windows, curtains, tv, video, pa, vgc, £23,500 ono + VAT. Tel. (0382) 84902. (21165/BE)

BRISTOL

BRISTOL VRT SL3, 1979 (T), ECW body, 74 seats + pen, single entrance, ex-West Yorkshire, tax July 1992, MoT August 1992. **£5,000 + VAT ono. Tel. 0364 42307 (Buckfastleigh, Devon).** (21223/BR)

DAF

1984 DAF BOVA CALYPSO

53 seaters, MoT. Choice of two.

From £25,500 each + VAT

Tel. 071 613 3333

(21489/DAF)

DOUBLE DECKERS

1984 DAF JONCKHEERE P99, 71 seaters, recent new engine, retrimmed, washroom/WC, 6 video monitors, refrigerator, coffee boiler, MoT's December 1991 or April 1992. Choice of two. Can be resprayed in your livery. **£48,500 ono + VAT. Tel. Victory Tours, Salisbury 0725 52247.** (21521/DD)

DOUBLE DECKERS, choice of two Leyland Atlantean Park Royal. 72 seats, both well maintained in good, clean condition, one year's MoT. **£3,500 + VAT. Tel. 0379 388317, 0379 388366 (Suffolk).** (21238/DD)

DOUBLE DECKERS

BRISTOL VRT

1978, MoT 8/92, engine fitted 4/91	£5,200
1978, MoT 8/92	£4,900
1978, MoT expired	£2,100
1977, MoT 3/92	£3,900
1977, MoT 6/92	£4,300
1977, MoT expired	£1,900
1976, MoT 10/91	£2,700

Withdrawn from service due to midi replacements

Contact P. Bowran
(0782) 744744
Stoke on Trent PMT
(21478/DD)

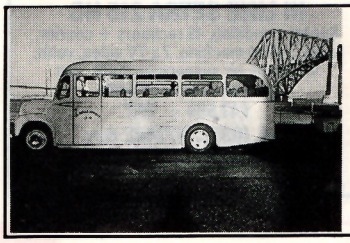
DUPLE

1987
DUPLE 425

Cummins/ZF automatic, 46 recliners, 3 x TV monitors, wired for video (not supplied), toilet, galley with fridge, water boiler, sink and cupboards, rear continental door.

£45,000 + VAT ono
0202 537568 or 0929 554588
(21019/DU)

FORD



1950
FORDSON THAMES COACH

29 seat light alloy body by Scottish Aviation of Prestwick. Recently repanelled and repainted, suspension and brake overhaul. Original interior in good order, rare vehicle, sold with spares.

£6,250
Tel. 031 346 1455 (eves)
(21544/FO)

1982 (X) FORD Dominant IV, 53 seater, MoT June '92.....**£7,500**
1979 (T) FORD Plaxton Supreme, 53 seater, MoT April '92 .....**£4,500**
1979 (T) FORD Plaxton Supreme, 49 seater, MoT May '92.....**£4,500**
1979 (T) FORD Plaxton Supreme, 53 seater, MoT Nov 1991 ...**£4,500**
1978 (S) FORD Plaxton Supreme, 53 seater, MoT May '92.....**£4,000**
1977 (S) FORD Dominant, 53 seater, MoT Feb '92 .....**£2,500**
1976 (P) FORD Dominant, 53 seater, MoT June '92 .....**£1,750**
1976 (P) FORD Plaxton Supreme, 53 seater, MoT Dec '91.....**£1,750**
1975 (N) FORD Plaxton Elite, 53 seater, MoT Dec '91.....**£1,500**

Plus VAT @ 17½%
Ideal for schools and contract
All vehicles in daily use and available immediately
Tel: 091 527 0535 (21479/FO)

FORD R1114 DOMINANT

1977, 49 seater, Bristol dome, p/door, p/address, test March '92, tax Nov '92, very good condition, unused since test. Consider exchange for 25 seater.

For full details tel.
047 022 393/337
(21243/FO)

LEYLAND

1988 LEYLAND SWIFT

26/27 reclining seats plus courier, hot drinks, TV & video and air suspension. Purchase of new vehicles forces reluctant sale.

Offers
Tel. (0795) 471313
Kent
(21196/LE)

1986 Leyland Cub Optare, 33 seats service bus, destination, auto, power steering, power door, semi-coach seats, excellent condition. Choice of two. **Offers please. 1980** Leyland Willowbrook, semi auto, 680 engine, Express doors, semi-coach seats. **Offers please. Tel. Blythswood Motors 041 221 3165.** (21520/LEY)

FORD

1983 FORD DOMI III, power door, double glazed, wired for TV, video. **£7,500 + VAT. 1978 FORD DOMI II,** power door, heated screens. **£3,500 + VAT. Tel. 081 854 5978 or 0831 231560.**
(21488/FO)

FORD PLAXTON R1114, 1977, 45 seats, MoT March 1992, recently re-sprayed white and also re-upholstered, good all round condition. Would exchange for Bristol LH. **£2,500 + VAT. Tel. 03552 35292 (Glasgow).**
(21519/FO)

LEYLAND 245 TIGERS

Semi-autos, long MoTs.
1983, Y reg, DOMINANT IV, 53 seats.
1983, A reg, PLAXTON 3200, 44 recliners, toilet and servery.
1985 B reg PLAXTON 3200, 50 recliners.
1985 C reg PLAXTON 3500, low driver, 49 recliners and toilet.
1985 C reg PLAXTON 3500, low driver, 44 recliners, toilet and servery.
All in white. **Prices from £20,000 to £40,000 + VAT.**
DORSET TRAVEL SERVICES 0202 537568 or 0929 554588
(21020/LE)

1979
LEYLAND LEOPARD WILLOWBROOK

Space car, semi automatic, 53 seater, MoT October 1991, power operated door, suitable for contract work.

£3,200 + VAT ono
Telephone: 0353 860705
(21477/LE)

1988
TIGER

Pneumocyclic box, Derwent body, 54 seats + 24 standees, MoT June 1992.

£42,500 + VAT ono
Tel: 041 956 5678
(21158/LE)

SPECIAL OFFER

1990 (G) LEYLAND TIGER, PLAXTON 3500

L 10 Rated Engine — 12 metre Chassis
3 Star Plaxton Spec — 51 Seats & Crew

Specifications Include
Telma, air suspension, microphones, bed compartment, double glazed, moquette trim.
Choice of six vehicles in as new condition.
Offered at a considerable saving on new price. For sale on behalf of clients.
Contact: Phennicus Ltd., Buckworth Road, Alconbury Weston, Huntingdon.
Tel: 0480 891642 days, 0733 265251 evenings. Fax: 0480 890488.
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1976 (P) LEOPARD SUPREME EXPRESS, 49 seats, MoT June 1992. **£4,950.**
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1984(A) TIGER 345 ZF PARAMOUNT 3500, 53 seats, toilet, video, radio cassette, tinted windows, MoT March 1992. **£35,000.**
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1988	Bedford/Duple, Radio/PA	57
1987	DAF/Caetano 11.6, Radio/PA	53
1985	Neoplan/Skyliner, TV/Video, WC, Kitchen	77
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1989	S 215 HRI (Rational), WC SOLD Retarder, ABS, Many extras (warranty)	49/53
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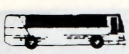

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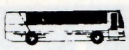

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1984 Paramount 3500 Tiger 245 Exec, good condition, new MoT..... **£32,500**
1983 Bedford CF petrol, 12 seater, MoT October..... **£1,000**
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1981 Plaxton Volvo B58, 12 metre, 53 E-type seats, vgc, new MoT, panelled and painted..... **£18,500**
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1978 (S) LEYLAND NATIONAL, 49 seats, 22 standees, MoT April '92.

1977 (R) LEYLAND NATIONAL, 49 seats, 22 standees, MoT March '92.

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1976 BRISTOL VRT SL3, Gardner 180 engine, ECW body, 74 seats, long test.

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1976 VOLVO AILSA, [SOLD] Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering.
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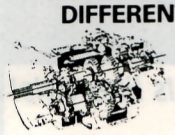

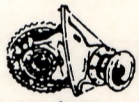

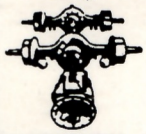

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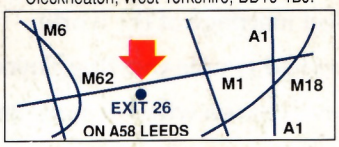

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